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The NATIONAL WOOL GROWER



VOLUME XXI
NUMBER 4
APRIL, 1931

IN March, 1911, the first issue of the National Wool Grower was published to fill the need of the National Wool Growers Association for an official organ. In that capacity it has served for twenty years. + +

With this, the April, 1931, issue, the National Wool Grower assumes the additional responsibility and duty of official mouthpiece for the National Wool Marketing Corporation. + + + + +

Official Organ of the
NATIONAL WOOL GROWERS ASSOCIATION
Salt Lake City, Utah
and
NATIONAL WOOL MARKETING CORPORATION
Boston, Mass.

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• Have recently purchased large numbers
• of fat lambs at Denver and indicate they
• will be active on the Denver Market
• from now on.

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• at Denver for shipment and distribution to New
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• phia, Baltimore, St. Paul, St. Joseph, Kansas City,
• Los Angeles, Phoenix, Ogden, Salt Lake City and
• Pueblo.

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• lambs much better than it is possible for the producer
• to.



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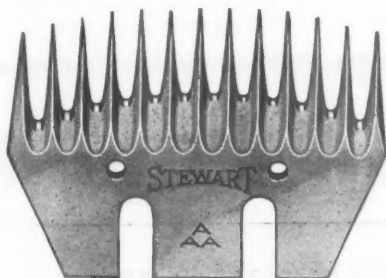
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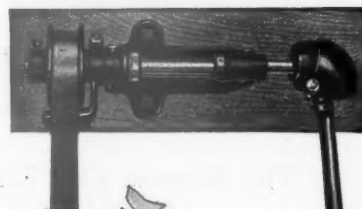


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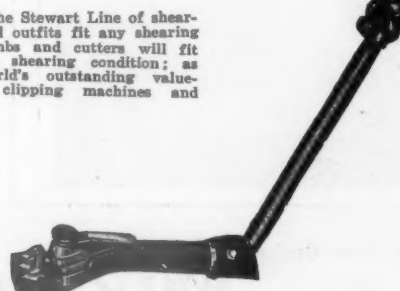
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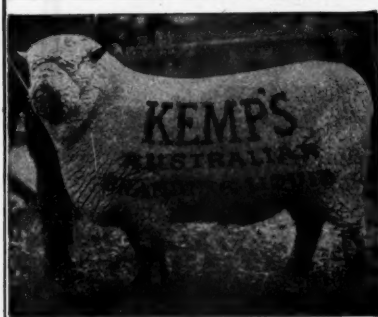
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The NATIONAL WOOL GROWER

Official Organ of the
NATIONAL WOOL GROWERS ASSOCIATION
and the
NATIONAL WOOL MARKETING ASSOCIATION

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EDITORIAL

Writers on business and economics continue to say that the low spot of the depression has passed. The recovery which was expected in commodity prices is delayed and some of the authorities maintain that a general upturn cannot be realized until next fall. Some of the metals have had price advances which were not held and stocks and bonds lost much of the gain made in March. It certainly seems that the lowest bottom has been explored.

It is a real gain to have the feeling become general that improvement is at hand. Textiles are almost alone in the commodity field continuing to move more freely even if the price advance is not pronounced. It is logical to expect that, as after former periods of depression, the clothing trade will be in the van of the march to better conditions. Men's suiting cloths are being ordered freely at prices that are the lowest since 1914. Most of the business is on grades wholesaling at \$2 per yard.

The London sales opened materially higher than the previous series and made further advances during their progress, as much as 30 per cent being shown on fine crossbred wools.

The improvement in the wool market does not appear to have gone far enough to react on pelts and live lambs, although prices on pulled wools have been raised. Lamb marketings and slaughter for March were less than in February and there was a small advance in quotations for carcasses.

It is wholly plain that the present lamb supply cannot be considered as holding a surplus. Some phases of the tactics of the buying interests have been discussed in a conference between feeders and packers which is reported in this issue.

California and Arizona spring lambs are bringing the customary premium over feed lot stock. The real test of the summer market can be expected in May after the fed lambs have all been sold and the size of market runs from the new crop is known.

It looks as though it will be good policy again this year to ship lambs, as far as possible, as they are ready. This means more uniform deliveries throughout the year, an advantageous condition, both in the stock yards and in the meat markets. This policy also prevents the heavy runs that otherwise are likely to develop later or when many owners cannot delay loading.

Wool growers generally seem to appreciate (1) that after four years of declining wool prices that the time has come for a change, and (2) that the National Wool Marketing Corporation, which is their own institution, has brought benefits in the last year that are most considerable, and can do still more in the future. The growers' confidence in their own establishment for which they fought and worked so many years is being manifested by the increase of patronage and consignments to the corporation this year. This is being done by adherence of practically all the wool consignors of last year and by addition of large numbers of new members who are signing agreements in the various associations which make up and govern the National Wool Marketing Corporation.

It is not altogether surprising that there should be an attack upon the growers' wool marketing set-up, from some of the Boston dealers. The fact that through their own corporation and the extension of credit by the Federal Farm Board the growers are in a position to have some voice in the wool market is an idea not relished by some of the less progressive concerns in Boston who hold to the old and false idea that the interests of the producer should be subordinated to those of the speculator and distributor.

It is surprising to find that a number of men who in the past have enjoyed the support of eastern financial institutions and who have been accorded consideration usually given good men of business should now come out publicly with such gross misrepresentation of facts and attempts to mislead the public that have characterized their recent statements.

But the group of wool dealers responsible for these attacks does not include those concerns that in the past have earned the respect of both growers and manufacturers most of all by giving a needed service and not by preying upon sellers and buyers through purely speculative operations.

While the fact may be distasteful to some of these gentlemen, it must nevertheless be recognized that the wool growing industry does not exist to support the distributing agencies, but that the status and future of those agencies depend upon the character of the service given in getting wools from the hands of the producers to the plants of the other essential branch of the industry, the manufacturers. Not to say that no service between producer and manufacturers is called for. It

is. But how that service is to be done and what it is to cost is largely for the other branches to determine. If the growers' corporation does the work in a satisfactory and economical way then the dealers' opportunity lies in giving still better or cheaper service. In either case the same amount of wool will pass through Boston, employ its facilities and contribute to its commerce.

Neither the Farm Board nor the United States Government is engaged in the wool business or ever has been engaged in it since the passage of the Agricultural Marketing Act on June 15, 1929.

Government Not In Wool Business The Congress, chosen by the people of the United States, decided that, in the interest of the whole country, farmers should be given aid in establishing marketing

organizations that would effect economies in distribution to the benefit of both producers and consumers. In furtherance of this national plan and policy, some government money has been loaned to be used by the officers of the corporation set up by the growers. These amounts will be repaid.

In the cases of wheat and cotton it may be said that the government did engage in business when stabilization corporations were set up and supported in market operations. Only two such corporations were formed and they were separate and distinct from the national marketing organizations for these commodities. The stabilization corporations are to be discontinued.

Farm Board Changes

THE resignation of Mr. Alexander Legge, who acted as chairman of the Federal Board from the time of its establishment, became effective on March 5.

Mr. Legge returned to his former work as president and manager of the International Harvester Company. In submitting his resignation he said: "Personally, I have a greater confidence in the ultimate success of the program laid down by Congress in the agricultural marketing act than when I undertook the work some twenty months ago, and will cooperate in every way I may as a private citizen to bring this about."

The new chairman of the Farm Board is Mr. James C. Stone of Kentucky, who has served since the board was organized. Mr. Stone enjoys the confidence and esteem of his associates on the board and of all those connected with cooperative marketing enterprises whether or not affiliated with the Farm Board.

President Hoover appointed Mr. Sam H. Thompson to fill the vacancy created by the resignation of Mr. Legge. Mr. Thompson has had personal experience as a farmer



JAS. C. STONE
New Chairman of Federal Farm Board

through the operation of 500 acres in central Illinois, and during his five years as president of the American Farm Bureau Federation, has traveled widely in the United States, gaining thereby a knowledge of agricultural conditions over the entire country and also the respect of farmers generally.

In a restatement of the policies of the Farm Board issued by Mr. Stone, soon after he became chairman, the general objects and meth-

ods sought to be obtained through the investments of the agricultural marketing act were presented:

The agricultural marketing act was the result of nearly ten years of discussion in Congress and out of various plans to deal with the agricultural problem. In this legislation Congress discarded all proposals that promised to solve the problem without any action on the part of the producer. The plan enacted into law provides government assistance that will enable farmers, acting collectively, to control their own industry. Congress says to the American farmer that the federal government stands ready to help him set up cooperative marketing organizations to merchandise his crop in his interest; to assist him in the initial operations of these agencies; to furnish him the best available information on supply-and-demand conditions for agricultural products at home and abroad, together with recommendations for such adjustments of his operations as seem likely to give him the best return for his effort. * * *

The principal object of the law and of the Farm Board is to help farmers set up better marketing systems. Direct action in the market can be carried on only through stabilization corporations. These were set up as emergency affairs for wheat and cotton but will not be continued. The board will continue its work with wheat and cotton marketing organizations. The chairman further said:

There are two phases to the work of the Farm Board which might be broadly described as the long-time program and temporary measures to deal with emergencies. The

former is by far the more important since it seeks, through organized effort on the part of the producers, to get agriculture on a permanently sound financial basis. In the latter class are the wheat and cotton stabilization operations growing out of the present business depression. Perhaps due to the fact more publicity has been given to the stabilization activities than to the major efforts of the board in helping to develop an organized agriculture, there has been a tendency on the part of the public, particularly business men, to judge our work on the temporary measures rather than the activities designed to correct the basic ills of the farming industry.

Such stabilization operations are contemplated in the act and their use undoubtedly has resulted in minimizing the ill effects of the world-wide economic stagnation on the price of our agricultural commodities. They have served as a steadying influence for the country as a whole and are carrying a part of the surplus burden in the period required by our wheat and cotton farmers to make the necessary adjustments in production. Any losses which may be sustained in these operations are being compensated for many times over in the benefits, not only to our agricultural producers but to the public generally.

The long-time program seeks through organized action of producers to bring about these two results: First, the development of a marketing system that will return to the farmer the full market value of his product, based on supply-and-demand conditions; second, an adjustment of production, both quantity and quality, to the potential consumer demand. * * * *

With such central sales organizations the producer has in the market an agency that is interested at all times in seeing that the price paid for his product fully reflects what it is worth to the consumer. Under the old system, with farmers selling their crops individually, there is no regulation of the flow to market to prevent gluts and consequent price declines; grading as to quality is left to someone else with the resulting profit going to him instead of the producer; speculative trading is encouraged and biggest profits are made by the trade when the market is active regardless of the price to the consumer; duplication of service and excessive handling are not checked effectively, and very important, profits from merchandising service are determined largely by the volume handled and not by the price the producer receives.

There will be no change in the board's relation to, and support of the growers' organizations for the marketing of wool and other com-

modities for which stabilization corporations have not been set up. The board still continues its active and hearty support to the efforts of

the wool growers organized in the marketing corporation and its twenty-six member associations in the various states.

Report of the Public Domain Commission

THE report of the special commission appointed by the President to study public domain questions and to make recommendations regarding the use and disposition of that area is now available in printed form. The official designation of the commission is "The Committee on the Conservation and Administration of the Public Domain." The committee had twenty-two members. The Secretary of the Interior, and the Secretary of Agriculture, were ex-officio members. The chairman was James R. Garfield, Secretary of the Interior during President Roosevelt's administration. Mr. Garfield and eighteen of the nineteen members signed the report. No minority reports, or individual statements, or explanations appear. The non-signing member was Colonel W. B. Greeley, now of Seattle, Washington, and formerly, Chief of the United States Forest Service. The names of the signing members in addition to Chairman Garfield are:

H. O. Bursum, New Mexico; Francis C. Wilson, New Mexico; I. M. Brandjord, Montana; William Peterson, Utah; Mary Roberts Rinehart, Washington, D. C.; Geo. W. Malone, Nevada; Ross K. Tiffany, Washington; Charles J. Moynihan, Colorado; Elwood Mead, Washington, D. C. (representing California); Rudolph Kuchler, Arizona; I. H. Nash, Idaho; Perry W. Jenkins, Wyoming; Gardner Cowles, Iowa; Huntley N. Spaulding, New Hampshire; James P. Goodrich, Indiana; E. C. Van Petten, Oregon; Wallace Townsend, Arkansas; George H. Lorimer, Pennsylvania.

The committee report as printed includes twenty special recommendations in addition to a statement of five general policies. Twenty-seven

pages are devoted to a general discussion of public lands, homestead laws, grazing, reclamation, national forests, and conservation. Forty pages are devoted to statistics.

The Committee Recommendations

The first and most interesting recommendation of the report is "that Congress pass an act granting to the respective public land states all the unreserved, unappropriated public domain within their respective boundaries," and that in order to make said grants effective, the accepting states shall so signify by acts of their legislatures.

Number two of the recommendations provides that in states not accepting the grant, and when requested by the legislature, "the President should, by Executive order, designate the unreserved, unappropriated public domain in such state as a national range." The committee recommends that the law to be passed by Congress shall provide that in the case of states that do not accept the transfer of the lands, or request the establishment of a national range on those lands within a period of ten years following the contemplated legislation, a 'national range' shall then be established by Executive order.

The above recommendations for legislation are the most interesting parts of the committee report. However, the position of the states that should elect to accept transfer of the lands is not so enviable as had been

indicated by newspaper reports of the committee's recommendations. All mineral rights would be reserved to the federal government. Three other restrictions are also proposed to be attached to the transferring legislation. The first of these restrictions is that the states shall make sales of public lands "only by public auction after previous advertising." Another restriction would require that all proceeds of such sales be placed "in a permanent fund to be safely invested, and to be guaranteed by the state against deficit or loss."

There are in the report no specific recommendations to the effect that a uniform class of laws shall be enacted by the states in advance of their receiving the public lands in their boundaries. Something of this kind was suggested by Secretary Wilbur in 1929, as a necessary assurance that proper conservation and administrative policies would be followed by the states to which the lands were granted. However, the introductory statement of the committee's general policy had this to say: "Such a program (of transferring lands to states) must of necessity be based upon such uniformity of federal and state legislation and administration as will safeguard the accepted principles of conservation and the reclamation fund."

Recommendation number five is to the effect that before the passage of federal legislation to provide for transfer of the lands to the states willing to receive them, further areas should be reserved for use for national defense, reclamation purposes and reservoir sites, national parks and monuments, and for migratory bird refuges. Such lands would be designated by a board of five members of which one would be designated by the President, one by the Secretary of the Interior, one by the Secretary of Agriculture, and two by the state concerned. The Secretary of the Interior would be required to exclude lands recommended by two members of the board for use in national defense, or for reservoir sites on interstate

streams. The committee expressed its approval of the plan and recommendations of the Forest Service for the addition of 34,740,000 acres to the present forest areas.

Stockmen will be especially interested in the committee's recommendation number fifteen, for legislation regarding 'national ranges' which would be created in states not accepting title to the lands. On this point, the report says: "In the administration of the public domain as a national range, it is recommended that consideration be given to those methods which perpetuate the best interests of the livestock industry including long-time permits for grazing and developing water holes to permit the complete use of the range. The program should include consideration of the year-round permit system allocated so as to make the best use of the entire grazing areas of the state." No mention is made of the basis or method of determining charges, and the members did not commit themselves as to the branch of the government which should have jurisdiction over public national ranges.

Recommendation number twenty, however, suggests "that the Congress be asked to authorize the President to consolidate and coordinate the executive and administrative bureaus, agencies, and offices created for or concerned with the administration of the laws relating to the use and disposition of the public domain, the administration of the national reservations, and the conservation of national resources." In another place the committee referred to the administration of non-timbered lands by the Forest Service, and said, "The extent, however, to which the activities of the service should be enlarged beyond areas valuable chiefly for forest cover or for reforestation, raises a controversial question. The committee has not attempted to furnish the answer except to the point of ascertaining the areas of the unreserved, unappropriated public domain * * *"

It was also recommended that for a period of ten years, the federal

government should continue the present ratio of its participation in the construction of federal aid highways. The continuation of the present conservative policies of reclamation and development was also favored. It was considered desirable to have adopted a definite policy relative to hydroelectric development, under which the power receipts should be used, first, to repay the cost of the reservoir and dam which regulates the delivery of water to the plant, and after that, all net revenues should be credited to the reclamation revolving fund.

It is reported that the Secretary of the Interior has experienced some difficulty in the effort to have a western member of Congress introduce and support a bill embodying the recommendations of the committee. Of course, the present status of affairs cannot be altered until legislation has been passed by both houses of Congress. It is expected that a number of bills will be introduced in addition to that favored by the Department of the Interior.

One member of Congress has announced his intention of offering a bill to provide for passage to title, through sale of all the lands concerned. Another member expects to introduce a bill to provide for homesteading of the lands in areas of two or a larger number of sections.

It is generally conceded that a plan of disposing of these lands by sale would be the most equitable, but two major difficulties arise. First, would the federal government, or even the state, sell them at the real value for their only possible use—grazing? Second, would the states assess and tax them on the basis of their value for grazing?

It is certain that no legislation will result without protracted hearings and negotiations in the public lands committee in the House of Representatives and Senate, and affording a full opportunity for the expression of all shades of opinions held by individuals in the states chiefly interested in this old and important question.

Advances in Campaign For Lamb Fund

Results in California

THE California Association has not reported the number of members and amount of funds pledged in that state in the series of county meetings recently held by Secretary Wing and Erle Racey for the National Association. Cards are still being received daily. Shipping of lambs is going on extensively and it may be a few weeks before the complete results can be computed.

Growers from all parts of the state write to the California Association to approve the entire undertaking and the way the membership and fund raising work is being conducted. The following excerpts are typical:

"I think the plan is the only way to work."

"A very fine thing if carried out the way the plan is stated."

"The plan is all right."

"Enclosed please find check for \$10."

"I don't own any sheep but here is \$50."

"An educational campaign can increase lamb consumption tremendously."

Colorado Starts Lamb Payments

THE Colorado Association has made an initial payment of \$1,000 upon its 1931 quota of \$6,156 of the National budget. Arrangements are being made for a series of meetings with the assistance of an organization specialist.

Idaho has made a further payment of \$1000, making the total receipts to date for this year:

Texas	\$4,000.00
Idaho	3,000.00
Colorado	1,000.00
Washington	569.85
Oregon	417.40

Montana's Campaign for the Lamb Fund

THE organized wool growers of Montana, under the direction of the acting president, J. H. Carmichael, and Secretary Stebbins, are putting on a real campaign to bring in new members and secure finances that will provide for the payment of Montana's quota of the National Wool Growers Association budget for 1931.

The work is being conducted in the name of the "Montana Eat More Lamb Club." Committees with chairmen have been appointed in each of thirty-eight counties. During the week beginning March 23, five district meetings were held for consultation with these county chairmen. At these meetings, addresses were made by Max Legge from the state office, and Erle Racey of Dallas, representing the National Wool Growers Association. The first of the county meetings was that for Lewis and Clarke County, held at Helena on March 28. In the absence of Acting President Carmichael, former President C. H. Williams introduced Secretary Marshall of the National Association, together with Messrs. Racey, Hibbard, Stebbins, and Lewis Penwell.

Practically all of the eighty wool growers present signed the Texas form of acceptance whereby they agreed to pay at the rate of 1½ cents per head per year, in two semi-annual installments, as dues in the Montana Wool Growers Association, from which amount that association will contribute the state's quota to the National Association budget.

Mr. Penwell reported upon the work that had been inaugurated in the state to secure the handling of a larger volume of lamb by retail shops. Cases were cited in which restaurants in Helena had increased their use of lamb from two to twelve carcasses per week, and of several stores that had more than quadrupled their weekly lamb sales.

The Helena newspapers have been giving excellent support to the lamb undertaking, publishing selected menus daily, while local stores have featured lamb in their advertising and window displays.

Mr. Penwell's plan is to be presented to wool growers over the state through the county meetings to be held. It is considered by the Montana men that a doubling of the consumption of lamb in the western states is easily possible through active and continued efforts of the wool growers themselves in their own localities. The removal of this volume of lamb from the central markets should be a very helpful factor in obtaining the return of profitable prices.

The series of county meetings was continued at Drummond on March 30, and will be concluded at Townsend on Tuesday, May 12.

There appears to be no doubt whatever regarding the raising of the full amount of Montana's quota and also of the material strengthening of the state association, both in finances and extended membership.

Sheepmen's Calendar

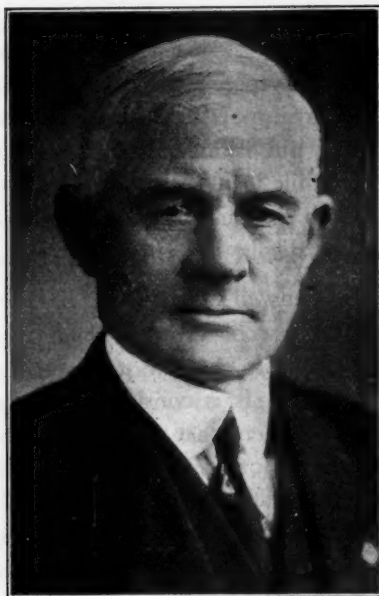
California Ram Sale, Sacramento—
June 1-2.

Colorado Wool Growers Convention,
Durango—July 27-28.

Texas Sheep and Goat Raisers Convention,
San Angelo—July 28-31.

National Ram Sale, Salt Lake City—
August 24-27.

Montana's New President



MR. J. H. CARMICHAEL of Augusta was made president of the Montana Wool Growers Association at a meeting of its Executive Committee on March 21. Mr. Carmichael, who was vice president of the organization, fills the vacancy caused by the death of Mr. E. O. Selway, who was selected to head the association at its January, 1931, convention.

Mr. Carmichael owns and operates the Flat Creek Ranch, which lies about seven miles west of Augusta. It comprises a large acreage of irrigated land which produces 3,000 tons of alfalfa hay, and several unirrigated tracts whose annual yield is some 20,000 bushels of wheat, oats and barley.

The sheep interests of the new Montana president are confined to the production of Rambouillets. His flock, which was founded some years ago with Bullard Rambouillets, now numbers ten thousand and its quality is considered above the average of the state, due to the strict adherence on the part of Mr. Carmichael

to a policy of close selection and culling. In addition to sheep, the Fat Creek Ranch also supports a number of cattle and hogs.

With the long close connection that Mr. Carmichael has had with practical sheep affairs, and with the continuous loyal interest he has taken in the organization of Montana wool growers, he is particularly well fitted to fulfill most capably the duties of president of the state association.

Consent Decree Decision Appealed by Department of Justice

AN appeal has been taken from the decision rendered early in January by the Supreme Court of the District of Columbia in the Packer Consent Decree case.

The appeal is taken by the U. S. Department of Justice. This department obtained the original decree in 1920 and opposed the modification of its terms last year when the packers asked to be relieved from the provisions whereby they are debarred from ownership in public stock yards and from engaging in the wholesale or retail trade in meats and other foods.

The recent decision which now is being appealed from by the government's legal department would allow packers to engage in wholesale trade in groceries and foods in addition to meat but does not permit their entering into retail lines or holding interests in stock yards properties.

The appeal goes direct to the United States Supreme Court and is likely to be argued some time next fall.

It is reported that the packers may file a cross bill to endeavor also to have the Supreme Court consider at the same time, their request to be allowed to do a retail business and to own stock yards properties.

In Memoriam

Earl H. Seely

THE death of Mr. Earl H. Seely, president and general manager of John H. Seely & Sons Livestock Company of Mt. Pleasant, Utah, occurred in Salt Lake City on March 12, after a sudden heart attack.

Mr. Seely became head of the Seely company at the time of the death of his distinguished father, John H. Seely, and since that time has sincerely endeavored to keep up the standards founded by his father for Seely Rambouillets. As a director of the American Rambouillet Breeders Association, he has likewise had a general interest in Rambouillet affairs.

Mr. Seely was forty-six years old at the time of his death. His widow and five children survive him.

H. Chalmers

MR. H. CHALMERS, the father of Kenneth W. Chalmers of Hartsel, Colorado, died on March 11 while visiting in Tucson, Arizona.

Mr. Chalmers was a pioneer of the famous South Park region of Colorado, one of the first to realize that it was as good a sheep country as it was for cattle. His kindness, integrity, and general mode of living had won for him a place in the esteem of every one who knew him and his death will bring sincere sorrow to many residents of the state of Colorado.

In addition to his son, Kenneth, who is an active worker in both state and national sheep organization affairs, Mr. Chalmers leaves his widow and one daughter, Mrs. Herbert Wadley of Fairplay, Colorado.

"Mutton or Game" ... From The Sheepmen's Angle

THE following comments on Mr.

A. H. Carhart's article, "Mutton or Game," in the January number of *Outdoor Life*, have been received. The first is a copy of a letter written by Secretary Embach of the Arizona Wool Growers Association to Mr. Harry McGuire, the editor of *Outdoor Life*, and the second, an expression by Mr. F. L. Hudson of Lander, Wyoming.

The article by Secretary Harry Embach of the Arizona Association was offered in February for publication in *Outdoor Life* in America. It was assumed that that publication would be willing to present the stockmen's side of the case of game on the forests, which had been so grossly misrepresented in articles appearing in December and January numbers of *Outdoor Life*.

Outdoor Life informs the Wool Grower that Secretary Embach's article is held for future publication along with another run of material in opposition to the position of livestock raisers on the forests.

Secretary Embach's Reply

Some time ago the writer picked up on the news stand a copy of your magazine "*Outdoor Life*," and we have noted with a great deal of interest an illustrated article published in that number entitled "Mutton or Game" in which the author, Mr. Arthur Hawthorne Carhart, pictures a typical sheep herder's camp, bristling with 30-30 rifles, deer feet, heads and hides and points to them as evidence against a game-murdering herder. The real photograph, as you can see, shows the old herder's 30-30 turned into a crooked stick, and the deer hide turned into a sheep pelt. But, just the same, like Jack and the Beanstalk, it makes a good story.

In your editorial note you say that Mr. Carhart was once a member of the Forest Service. And, just who was this official who brands sheepmen and "squash bellied nesters" as murderers of game? Why doesn't Mr. Carhart or his official give some specific cases where sheepherders have killed or are killing game?

The writer has been actively identified with the livestock industry in Arizona for

over twenty years, part of that time as a permittee on the national forests, and while we are holding no brief for the U. S. Forest Service, the writer, in order to be correct, requested the 1930 figures on game animals on certain national forests in Arizona which are mentioned in the tables printed in the article in your magazine.

Mr. Carhart criticizes the Forest Service for permitting these game-murdering sheepmen on forest lands, and he quotes figures from the Forest Service estimates of game and livestock. In Table I he cites the Prescott Forest of Arizona as having 2,000 deer. The Forest Service estimate for 1930 for this forest shows 4,500 deer, 500 antelope and 250 turkeys.

He further says that in 1924 the Apache National Forest of New Mexico had 24,386 sheep and only 3,000 deer. There was no Apache Forest of New Mexico in 1924, nor could there be any estimate made of deer in it. All of the Apache Forest was then in Arizona. In 1925 a portion of the Datil National Forest of New Mexico was transferred to the Apache Forest and the southern portion of the Apache Forest in Arizona was transferred to the Crook Forest of the same state.

The first estimates of deer for that portion of the Apache Forest in New Mexico were made in 1926 when the number of deer was placed at 2,900. The 1930 estimate for the same area was 14,000 deer. This increase in spite of these numerous so-called "murders."

Mr. Carhart gives the Datil National Forest of New Mexico an estimated number of 7,800 deer. Perhaps he does not know that one of the biggest game problems that the New Mexico Game Department is facing today is the removal of surplus deer from overstocked areas on the Datil and the Gila National Forests, and that because of their rapid increase on the Datil, antelope soon will be a problem.

Mr. Carhart's Table No. 2 quotes what he says are the Forest Service estimates for 1930: On the Sitgreaves Forest, Arizona, 355 deer and 865 elk. The estimates were really 2,400 deer and more than 2,000 elk. On the Coronado Forest of Arizona, 18,262 deer, whereas the 1930 estimates were really 19,000 deer. He gives the Datil and the Gila National forests of New Mexico an estimate of 7,800 and 34,000 respectively for 1930, whereas Forest Service figures for that year show for the Datil 8,000 deer and for the Gila 42,000 deer.

He does not tell his readers that Forest Service estimates for deer in the southwest district made in 1925, place the figure at 41,467. Compare this with their estimate

for the same district in 1930 when they place the deer population at 150,000. Nor does he tell his readers that two of the largest herds of antelope in Arizona are mostly on sheep ranges. One is on the Grand Canyon Sheep Company range north of Seligman and Ash Fork, with over 3,000 antelope on privately owned and controlled land, and protected nearly altogether by livestock men. The other is on the Campbell and Francis sheep ranges south of Flagstaff, where the government and the state are trying to trap the antelope in order to keep the herd down to the available forage supply. Nor did he tell his readers that the elk herd on the Sitgreaves Forest had increased until they threaten destruction of the range for themselves as well as for livestock.

Mr. Carhart evidently does not know that the big problem of the Arizona Game Department today is to get rid of the surplus deer on the following national forests: Apache, Coronado, Crook, Kaibab and Tusayan, before they destroy themselves by starvation through the total destruction of their natural feed. He says that livestock is destroying young forest trees to an alarming extent. Our experience in Arizona is that young pine trees are about to put the stockmen out of business in great areas along the Mogollon rim. Does the great conservationist blame the sheep for what is happening in Pennsylvania where the State Department of Forest and Waters say that they cannot grow any forest trees on account of overpopulation of deer which has in some places killed every plant less than six feet in height?

"A little knowledge is a dangerous thing." Here comes a man who attacks one of the oldest industries in the world, with little regard for truth and with a very meager knowledge of game and livestock. He speaks "whoopie" and "ballyhoo." He speaks of great areas being set aside as nature study plots where deer and other game will not be disturbed. Look on page 360 of Volume 3, Part 1 of Season's "Lives of Game Animals" and you will see a picture showing where deer have eaten everything as high as they can reach, thus destroying the very foundations of their future food supply. That is on a National Park. Nearly all of the livestock was removed from the Kaibab deer range several years ago, but the deer continue to starve to death and young forest growth is nearly all killed out. Are sheep to blame for this?

All that we, as sheepmen, ask is a fair trial by a fair-minded public to prove that we are law-abiding citizens.

We ask that in all fairness you print this letter in your publication. The sheep interests of the West have and will always welcome investigations on this and any other subject by fair-minded authorities who know something about the subject they are investigating.

Mr. Hudson's Comment

There is an article in the January number of "Outdoor Life" entitled "Mutton or Game" by Arthur Hawthorne Carhart, an ex-forest service employee. Why this fellow is an ex-forest man is hard to understand, as judging from his article he is the perfect type for the Forest Service.

Everyone should read his article as it is full of authentic figures and written to help save our western country from destruction.

He is greatly worked up over the threatened total extinction of the wild game by grazing sheep, sheepherders and sheepmen. After reading his stuff the layman might think game out West was scarce instead of being so plentiful that it is a menace to the range and crops of the farmer everywhere in game countries.

This wild game business has surely been carried too far. Why intelligent people protect and propagate wild game to enable droves of unhuman beings who call themselves "sportsmen" to torture and kill is beyond understanding.

During pioneer days wild game was very helpful in enabling people to sustain themselves in a wild country. Then the object was something to eat and not to hunt down some terrified, helpless animal with a high-powered rifle, shoot it full of holes and watch it die in agony so the killer could lean his gun against the carcass, fold his arms, swell out his belly and be photographed.

The game question would have been settled years ago but for laws protecting it. Game will disappear when a country becomes settled, unless laws are enacted for its protection. There is not the least economic reason for propagating game. Domestic livestock fully meet the demand for meats. Domestic animals can be humanely butchered and made into wholesome food. No wild meat can compare with domestic in quality.

The game fiends tell of the value of game to the state and country. Instead of being an asset it is the greatest liability and burden a range reserved for game and the other immense tracts where domestic stock grazing is restricted on account of game, were grazed by stock to their capacity, the wealth and development would be one hundred times greater.

Humane societies stopped the use of live pigeons as targets. Why have they overlooked the barbarous cruelty of game hunting which is a thousand times worse.

Wyoming is an example of what is being done in the game line. As soon as any variety of game seems to be getting lower in number no shooting is allowed until it is again plentiful when the fiendish slaughter begins over again.

A good opportunity for observing the result of game propagation was the fall of

1929 in Wyoming. After a long closed season during which they increased by thousands, the antelope were turned over to the hunters for two or three days. While the slaughter was on, the country was covered with small terrified bunches of antelope racing from one hunter only to encounter another. For weeks afterward crippled and dying animals were found everywhere over the range—some with legs shot off, some with bullet holes through their bodies—lying helpless on the ground and being eaten alive by coyotes. As antelope inhabit the lower ranges in open country, the result of the few days' shooting could be observed by any one traveling the highways. The same thing is going on throughout the two or more months of open season on elk and deer yearly in the mountains.

It is unthinkable that a civilized people can tolerate a thing of this kind. Raise warm blooded animals capable of suffering, turn them over defenseless to be terrified and tortured to death.

The reading of "Outdoor Life" and other magazines of like character with the illustrations they print should make a thinking man sick at his stomach.

Ohio Rambouillet Breeders Meet

THE twenty-third annual meeting of the Ohio branch of the American Rambouillet Sheep Breeders Association was held Wednesday, February 4, during Farmers' Week at the Ohio State University in the Judging Pavillion.

The following officers were elected: President, Steve Alge, Arlington; vice president, C. P. Raup, Springfield; secretary-treasurer, C. A. Steele, South Vienna; directors, Earl Dennison, London, and Henry Kleisch, Williamston.

Mr. George F. Dunn, Deshler, will be recommended to the Ohio State Fair Board to serve as judge for the 1931 State Fair.

Professor C. W. Gay discussed principles of breeding.

Professor L. A. Kaufman discussed some newer feeding experiments.

J. F. Walker of the Ohio Wool Growers Association discussed trends in demands for wool.

C. A. Steele, Secretary.

The Battle of Silks and Wools

I HAVE just been reading in a recent issue of the Daily News Record a dispatch from Yokohama, Japan, which announces that the Raw Silk Association of Japan has decided to spend approximately \$750,000 annually for the next five years to promote the use of silk in the United States. As a wool grower I was interested in it.

The women of the world are just returning in some extent to the use of wool. Silk is, of course, a most worthy competitor and a highly virtuous one, a fiber, full peer to wool, and suffering from the same diseases, substitution and manipulation. In competing for civilized woman's favor, neither wool nor silk can give the other odds and win. If silken fiber should contend in dainty fabrics made entirely of silk, divorced from all base alloys such as wood, tin and zinc, and wool should still seek favor, surrounded and undistinguished from the motley throng of fibers, rayon waste, shoddy, jute and lowly cotton out of place, then there could be but one result: silk would be the victor. But if the filament of royal Merino strain of fineness unsurpassed should leave low companions to themselves to sink or swim on merits of their own and silk with its foul mates should still consort, not all the wealth of old Japan could save it from defeat.

If the friends of wool would labor for increased demand for wool, let them not waste money in advertising all-wool products made of junk, but seek to contact the users of wool with real quality products made of virgin wool, and these, when well known, will, by their virtues, sell themselves.

Truth-in-fabric laws are designed to identify substitutes for virgin wool in fabrics, and without identification, the advertising of either silk or wool is folly.

Kleber H. Hadsell.

Shed Lambing in the Big Horn Basin of Wyoming

By HARRY PEARSON

SHED lambing is a recent practice in running sheep in Wyoming; the development of this phase of the sheep industry is significant of a change in management that is affecting the sheep industry with the present increasing demand for lamb. It is a very specialized feature of the sheep business and where practiced requires careful study on the part of the wool grower. His success depends to a large extent on his ability to interpret the markets and his own peculiar environmental conditions. However, there are general problems that have to be coped with wherever the industry exists even though conditions vary in every section where sheep are raised.

There are two general systems of running sheep in Wyoming. In the southwestern section on the great Red Desert most of the lambing is done in the open, during the month of May. This system of lambing is always subject to loss, especially if weather conditions prove adverse. Situations there do not merit the use of a system of early lambing since, at the present time, most of the supplementary feed has to be shipped some distance. Farther north in the Big Horn Basin, due to a desirable combination of conditions, the providing of sheds for early lambing has been found to be profitable.

Topography of the Basin

The Big Horn Basin of Wyoming where shed lambing is practiced to a considerable extent consists of an area of more or less desert lands, as the term is used in Wyoming, which is utilized as winter range. The precipitation amounts each year to only five to ten inches but with snow available for water in the winter season the sheepmen find that the salt sage, brown sage, winter-fat, provide a large amount of the feed needed to run sheep satisfactorily.



Lambing Sheds and Adjacent Corrals at a Wyoming Plant.



Approaching the Drop Corral.

The Big Horn River flowing through this basin makes possible the production of alfalfa hay, grain and the by-products of the sugar beet industry at a price that the wool grower can meet for use in early lambing. Almost encircling this valley are mountain ranges where water and feed provide a good summer range capable of fattening many of these early lambs for the fall market.

A practical understanding of the problems that confront the wool grower in shed lambing in this particular section can be gained only

by a detailed knowledge of the methods used. The following data was obtained from an outfit running about 12,000 sheep. Few operators in this section, however, run this many sheep, about 5,000 head being the average size of the range herd, but the method employed by this particular wool grower is representative.

This ranch is located on the banks of the Big Horn River. The sheep are run in separate bands. On the winter range 2,000 to 3,000 head make up a flock. The herders take

their bands out onto the range. They are constantly on the move, being, at some time during the winter, possibly seventy-five miles from the ranch. Around the first of March the bands begin to approach the lambing plants. In this high country the weather is still wintry and uncertain. Spring comes very late. After they lamb, the ewes with the new lambs are kept on the spring range usually reserved for this purpose until they can be put on the forest in the early summer. From 1,200 to 1,500 ewes with single lambs or 700 to 800 with twin lambs constitute the size flocks on the summer range in the mountains. In the early fall the sheep are brought down to the shipping points, where the market lambs are cut out for shipment.

The time that lambing will start and the length of time required to "lamb out" a band of sheep depends on the date the rams are placed in the herd the preceding fall and on the number of rams used. Since this outfit usually starts lambing about March fifth the rams are placed in the herd around October tenth. The shed where the lambing takes place is so built that it will take care of only a certain number of lambs per day; the size of the shed depends, then, on the number of sheep the operator desires to put through it in one day. Labor is used most efficiently when the plant is worked at about its capacity. In order then to get the right number of lambs dropped per day so as not to over run the capacity of the shed and at the same time to keep it full, the total number of rams needed for breeding are not placed in the herd at one time. This outfit begins by turning into the herd enough rams to make up one and one-third per cent of the band. Ten days later the number is brought up to two per cent and after a period of ten days more the remainder of the rams are turned in, bringing the total percentage up to two and one-half per cent or to about forty ewes per ram.

This arrangement somewhat controls the number of lambs that will drop in any one day. Under the above management the lambing season will start in a band of 2,000 to 3,000 ewes with a drop of about seventy to one hundred lambs in the day time and about one-third less at night. The breeding season lasts thirty-five to forty-five days but due to variations in the period of gestation the lambing season lasts ten days to two weeks longer.

Necessary Equipment

The lambing plant consists of one main building and a series of adjacent corrals, partly sheltered by half sheds. The building is thirty feet wide and about 350 feet long and is of the shed roof type. The lower side of the roof is approximately ten feet high. The inside of the shed consists of an open aisle running down the center on either side of which are a series of pens seven by ten feet. Adjacent to these is another series of smaller pens three and one-third feet long and three feet wide, called "jugs". The width of three of these jugs goes to make up the length of the first series of pens. On the outside of these small pens and bounded on one side by the walls of the shed run two aisles which are two feet eight inches wide.

Handling the Ewes and Lambs

The ewes about to lamb are called the "drop" band. This band is kept continually adjacent to the main shed. The corral on one side of the shed is used by the day shift where the feeding takes place. At night the ewes are moved to the other side where the pen is clean and where no feeding is done. Through a series of gates or doors, fifty feet apart, the ewes, which have just lambed or which are about to drop their lambs, are taken into the first aisle in the shed. From this aisle there are gates which lead into the jug and from the jug into the larger seven by ten pens.

As the aisles are more easily cleaned than other parts of the shed the

operator tries to keep the ewes in here until they have dropped their lambs. However, when a number of ewes are dropping their lambs at more or less the same time a large amount of the actual lambing takes place within the jug. The pens and aisles are bedded with clean straw which is changed every thirty-six hours or so depending on the condition of the corrals and weather. The ewe is allowed to remain in the jug on the average about twelve hours. Here she has no feed or water. The actual time she is allowed to remain in any of the pens within the shed, however, may vary, depending on the number of lambs that happen to arrive that day and on how well the ewe is getting on with her lamb.

A ewe is never turned to the outside until she and her lamb are doing well.

The jug has an important function in the lambing business. It is here that the lamb gets its start. The ewe is forced to mother her own lamb and possibly some orphans unless she has only enough milk for one. If she has twins but has milk enough for only one lamb the extra lamb is given to a ewe who is able to take care of it. It is in the jug, too, where the branding and marking takes place.

From the jug the ewe passes into the adjacent seven by ten foot pen. Here she is fed, watered and watched for another ten or twenty hours to see that the lamb is regularly nursing. The overseers of this pen are continually moving to the outside the ewes whose lambs are active, well filled out and seem to be doing well. The ewes with twin lambs are separated from those having single lambs. They are never mixed in the outside pens nor are they mixed when made up into bands for the spring and summer range.

The first series of outside pens, ten by twenty feet in size, accommodate eight ewes with single lambs or six ewes with twin lambs. Here they

(Continued to page 53)

The Plans and Operation of The Feeder and Finance Corporation

From the Report of C. A. Stewart, Manager of the Feeder and Finance Corporation, a Subsidiary of the National Live Stock Marketing Association

THE National Feeder and Finance Corporation has been in actual operation since July 1, 1930. Intimate knowledge as to its purposes and operations are naturally limited to those in close personal contact. This report will no doubt fall into the hands of many that have not enjoyed that privilege. In order that they may definitely understand the place which the corporation occupies in the national marketing of livestock, it is deemed advisable to touch briefly upon the general structure of the organization in connection with the detailed report of its operation.

Corporate Structure

The National Feeder and Finance Corporation is a capital stock institution organized under the laws of the State of Delaware. A total of 50,000 shares of common stock only of a par value of \$100.00 per share is authorized. The stock may be acquired only by the National Live Stock Marketing Association. No other holders of record are eligible. It is controlled by a board of directors of seven. Since the National Live Stock Marketing Association is the only stockholder, the conduct of the organization is naturally under the direction of those that meet with the approval of that association.

Purposes

The purposes of the corporation can best be defined by quoting from the Certificate of Incorporation: "To buy, sell, and deal in stocker and feeder livestock, both on the terminal livestock markets and elsewhere. To make, execute, endorse, guarantee, or otherwise secure notes, mortgages, deeds of trusts, or other obligations of itself or any corporation or cooperative association engaged in the livestock industry or related activity. To form, organize and acquire common stock of credit

or finance corporations concerned with the making of loans or the extension of credit on or for the production, feeding, raising, holding, or fattening of livestock. To borrow money for any of the purposes of this corporation without limitation. To hold, purchase, mortgage, lease and convey such real or personal property of any character as may be deemed advisable for the conduct and operation of this corporation."

Functions

The functions of the corporation are several.

1st. The organization of, and participation in, as a majority stockholder, regional credit corporations to be located at such points and operated in such a manner as may be determined by the board of directors.

2nd. To lend financial assistance for operating purposes only to stockholder members of the National Live Stock Marketing Association.

3rd. To assist stockholder members of the National Live Stock Marketing Association in clearing or rediscounting such livestock loans in which such stockholder members may be interested, thereby enabling them to make immediately available to the borrower the amount of the loan subject to the official approval by the duly authorized authorities.

4th. To handle, buy or sell feeder stock, both on and off the terminal livestock markets.

5th. To make such advances to producers of cattle and sheep as will enable them to efficiently and effectively market the product of their herds and flocks.

Operations

The audit of December 31, 1930, covers thoroughly the financial operations of the corporation as of that date. It shows investments totaling \$690,875.00 which consists of pur-

chase of common stock in two regional credit corporations and holdings of Federal Land Bank bonds. An item of \$1,480,667.46 represents the notes receivable, none of which appear in the questionable class. A net income of \$1,054.10 for the seven-months' period of operation, while small, indicates that even during its formative period the corporation was operating at a profit.

The operating capital of the National Feeder and Finance Corporation is derived from two sources.

1st. Investment in the capital stock of the corporation by the National Live Stock Marketing Association.

2nd. Loans extended to the corporation by the National Live Stock Marketing Association.

The capital fund derived from the sale of stock in the National Feeder and Finance Corporation to the National Live Stock Marketing Association is in turn invested by the National Feeder and Finance Corporation in the voting stock of regional credit corporations. This investment in the stock of regional credit corporations is made only under the stipulation that the Feeder and Finance Corporation shall always own at least 51 per cent and not more than 80 per cent of the voting stock of the regional credit corporation. This control vests in the Feeder and Finance Corporation the authority to carry out definite and uniform policies with reference to credit activities and to control all such operations. This results in all the advantages of centralization with none of the disadvantages that might attend any attempt to handle details through a central office.

Since the organization of the National Feeder and Finance Corporation, it has assisted in the organization of the Intermountain Live

Stock Credit Corporation and the National Credit Corporation of Texas, in both of which it will eventually be the majority stockholder. It has become a holder of record of 2,000 shares of stock in the Wasatch Livestock Loan Company of Salt Lake City and of 3,000 shares of stock in the National Live Stock Credit Corporation of St. Louis. In both the latter instances, the amount of stock issued to and owned by the National Feeder and Finance Corporation is a majority of the voting stock issued. Also in both these instances credit corporations that were already successfully operating were reorganized to permit the Feeder and Finance Corporation to become a majority stockholder. This arrangement was mutually advantageous in that it gave the corporation the advantage of affiliating with organizations that were already occupying an established place in the livestock credit field. It enabled the regional credit corporations to immediately increase their paid in capital, thereby increasing materially the loan capacity of the institutions. No loans appear on the records of either institution that indicate a loss may be sustained that would in any way impair the investment of this corporation in their capital stock.

It is the intent and purpose to rediscount all loans offered to the regional credit corporations by stockholder members of the National Live Stock Marketing Association with the Federal Intermediate Credit Banks or other financial institutions offering satisfactory rediscount privileges. At the present time all credit corporations in which the Feeder and Finance Corporation is the majority stockholder are availing themselves of the privileges of the Intermediate Credit Banks. This offers them a loan capacity some $8\frac{1}{2}$ times the total unimpaired capital and surplus of the credit corporation. At this time there are outstanding loans through the National Live Stock Credit Corporation of St. Louis of \$1,900,796.43 and through

the Wasatch Livestock Loan Company of \$1,905,542.00. * * *

Policies Determined and Recommended

It is duly recognized that the credit field is one of the most hazardous from the standpoint of safeguarding the funds involved of any covered by the nationalization of livestock marketing. This can best be appreciated when attention is called to the fact that there are but a few credit corporations in existence today that were serving the livestock industry ten years ago. The board has not accepted this known hazard as a deterrent factor but has rather adopted a policy of profiting by the mistakes of others that are now only too apparent. It is fully recognized that credit service is a very essential part of a marketing program. It is just as fully recognized, however, that it cannot be used as a subsidy to the development of other phases of the marketing machinery. Credit work must stand exclusively on its own feet and within its own field. It can be sympathetic in its attitude toward the industry but it cannot disregard good business principles and ethics.

One of the causes of failure of so many credit corporations in the past has been lack of adequate capital. Our activities so far have well determined that a credit corporation cannot function effectively and efficiently with a minimum capital of less than \$250,000, and \$500,000 is preferable. Average outstanding loans of not less than \$1,000,000 are absolutely a necessity. An average of \$2,000,000 will permit the credit corporation to meet all obligations and create a substantial reserve. It is a well defined and sound policy to attempt to serve the industry through a few large credit corporations rather than through many small ones.

Another factor of importance in the failure of credit corporations has been lack of adequate inspection of collateral offered and neglect in maintaining frequent contact with

the borrower. In this respect the relationship between the National Live Stock Marketing Association, its stockholder members, and the National Feeder and Finance Corporation is particularly advantageous. The National Marketing Association, with its interests in the activities and success of the credit corporations, has the machinery for marketing livestock which is available in making the necessary contacts and inspections for the credit corporations. It will not only lessen the cost of operation but will materially safeguard the loan activities. * * *

Another sound policy determined upon is a recognition of the fact that the manner in and the extent to which the livestock industry can be financed is entirely regional. Conditions which go to make up the safety of a loan in the corn belt will in no way apply in the West. Likewise, the same application cannot be made in its entirety of a credit policy consistently sound in Texas to Utah or Montana. A determination to operate through regional credit corporations particularly recognizes these changed conditions and makes possible the diversification of a national program to meet them. * * *

The policy of extending financial aid to individual producers to enable them to more efficiently market their product is of particular value. It has been the lack of such service that has hampered the development in the past of cooperative institutions in large livestock producing centers of the country and has enabled speculation to obtain a strangle hold on the industry that could be shaken only by periods of depression affecting the industry as a whole. It will no longer be necessary for the individual producer who finds himself in need of a limited amount of financial assistance some few months in advance of the time when he desires to market his product to contract his product for future delivery in order to obtain such assistance. It is now available to him under reasonable conditions and

will permit him to exercise full option as to price and marketing conditions. It will further materially enhance the possibility of a closer contact between the producer and the feeder, with the elimination of such marketing wastes as always attend the participation of speculative interests.

Handling Feeder Stock

Many policies yet remain to be established. Those now in effect are the result of our limited experience and the experience of others. Particularly urgent at this time is the definition of a final policy with reference to the direct movement of feeder cattle and lambs from the ranges to the corn belt. The interest of the livestock producer of the West in any marketing association is largely confined to the manner in which it can serve him in a financial way and its ability to offer him a direct outlet for his product through a terminal market. It is his desire that such a product move direct. This desire is shared to a considerable extent by the livestock feeders of the Central West. Both are somewhat selfish in their desires and demands. It is natural that their viewpoints should be somewhat divergent. Better understanding of the needs and requirements of both, however, can bring about a mutual understanding of the common interest. This can be made earlier effective through the rendering of efficient service at a nominal cost which will bring the producer and feeder closer together and supply the demand for a type of marketing that exists on one hand and the demand for an opportunity to obtain a commodity in a particular manner on the other.

Time established methods cannot be entirely ignored or revolutionized over night, regardless of how faulty they may be. The direct movement of feeder stock in the past has been largely controlled by speculative interests. They have rendered a service that has been found to some extent satisfactory; at least, both the producer and the feeder have contributed to it. Nev-

ertheless, this service has been conducted with the sole purpose of producing a profit to one who has little or no direct interest as a producer or feeder. * * *

Theoretically, the ideal machine for the direct movement of feeder stock would be so equipped that both parties involved would accept its service without positive and definite determination of price in advance of actual marketing operations. The operation of such a program, however, could be successful only to the extent that the individuals involved would give to it their utmost confidence. That time has not arrived. The corn belt feeder will not definitely and conclusively determine his needs until he knows the price it will be necessary for him to pay. Neither will the producer obligate himself to apply his livestock on a given order until he knows the price which will be obtained. Until this condition is changed it will be necessary for an intermediate agency to conclusively determine such price by the process of taking title to at least a portion of the livestock in question. In the past the speculator has furnished that service. That he has done it successfully insofar as his personal interests are concerned goes without saying. That it can be done as successfully by a cooperative institution interested only in the producer and the feeder would seem to follow. After all, it is a question of personnel and equipment. Satisfactory personnel is available. The development of the National Live Stock Marketing Association and its program of marketing can furnish the equipment.

Attitude of the Interested Public to the Program of the Feeder and Finance Corporation

Our entry into the field of livestock financing has met with varied receptions by other institutions that in the past have enjoyed the exclusive right to the field. It is significant to note, however, that the local banks to a considerable extent, once our program is understood, are

offering their sincere cooperation in appreciation of the fact that any contribution to the prosperity of the industry will benefit them. They further realize the gradual and permanent change in the field of livestock financing and appreciate that the load has become too heavy for existing agencies to carry. The fact that we are a service organization and are interested only in the livestock producer is also a factor in our favor. In many instances the local banks have sought our cooperation in relieving them of lines or credit too extensive for them to carry—lines that are better risks from the standpoint of security offered than those that are retained within the bank. Such diversification has enabled them to better serve the community to which they are obligated. * * *

The Intermediate Credit Banks, created solely for the purpose of opening up new avenues of agricultural credit, have only needed a better understanding and appreciation of our policies and ultimate goal to offer their hearty cooperation. It has only been necessary to spend a little time in conferences with the officials of such banks to brush away the cobwebs of misunderstandings and to bring about a wholesome relationship which will ultimately be mutually advantageous.

Our thanks are extended to the personnel of the Federal Farm Board and to their associates that have been such a contributing factor to whatever success we may have attained through their kindly understanding of our problems and sympathetic assistance given in the solution of same. Financing service rendered by cooperative marketing associations has been in the process of development for several years past. However, the impetus given to it by federal recognition and Farm Board assistance has made possible far greater strides toward our goal of building a service to the livestock industry than could have been attained otherwise.

A New Sheep Book

"RANGE Sheep and Wool"
Part I, Range Sheep, by
Fred S. Hultz, Professor of
Animal Husbandry, University
of Wyoming. Part II, Wool,
by J. A. Hill, Dean of the Col-
lege of Agriculture, University
of Wyoming. 374 pp. Publish-
ed by John Wiley & Sons,
Inc., New York. Price \$3.00.
Can be ordered through the
National Wool Grower.



DEAN J. A. HILL



PROF. F. S. HULTZ

Dean Hill and Professor Hultz have collaborated in the preparation of what is probably the best book yet published in the interests of the western wool grower. Their division of the book into two parts has permitted each of the authors to stick to his own particular field, a feature which certainly lends authority to every page.

Professor Hultz starts out by defining the range area and briefly describing its typical characteristics. Enough of the history of development of state and federal land policies, leasing systems and homesteaders is given to enable the reader to appreciate the difference between the range sheep business and sheep farming. The present status of the industry is discussed.

The breeds of sheep popular in the range area are listed and their more important characteristics are given. The history and development of these breeds is largely omitted but the good points of each breed together with typical weaknesses are described. Also, for the first time, the fleeces of the various breeds receive attention as to grade, so that the reader acquainted with wool,

can get a fair idea of what to expect from them.

The chapter devoted to selecting range sheep is one which might well be read by every sheep owner in the country. The paragraphs devoted to inbreeding, linebreeding and crossbreeding are not written through the lenses of a geneticist; they are simple, concise statements which anyone can understand.

Lambing sheds, lambing, the care of lambs, raising bidders, shearing and dipping are treated in such a way that the reader suspects Professor Hultz of having had practical experience. He shies somewhat at a detailed discussion of sheep diseases, an attitude which will be approved by veterinarians. The feeding, shipping, and marketing of sheep and lambs are discussed in a very satisfactory manner.

A book review really should contain some adverse criticism. In order not to deviate from orthodox procedure, the suggestion is offered that the fleece weights given for the different breeds of sheep might have been estimated on a clean basis rather than in the grease. Hampshire ewes probably will produce 9

to 10 pounds of wool in Wyoming where shrinkages are high but in other sections of the country they fall far short of this figure. Also it seemed rather odd to read of the fleece weights of Hampshires and Suffolks which are used primarily for market lamb production, and then to find no mention of the fleece weights of the Rambouillet, Lincoln, Cotswold, Romney or Corriedale, all of which are highly valued for wool, and are used to cross with the Rambouillet for wool production.

It was unfortunate that the time between heat periods of the ewe was given as twenty-one days, but we may presume that this was simply one of those oversights bound to occur occasionally.

Part II of the book, written by Dean Hill, is devoted entirely to wool. The present status of the commodity is thoroughly examined. The tariff is discussed in a manner which must elicit the favorable comment of all, despite brevity. The typical characteristics of fleeces of various breeds furnishes something new in wool literature. The discussions of preparation for market,

grading, judging, culling for wool production, are all well done and the subject of wool marketing is written in masterly fashion. Here the author seems to reveal his pet phase of the study of wool, if he has any.

For the student, there is plenty of material to keep him busy. The structure of the fiber, its strength and elasticity, its chemical and physical properties are discussed in some detail. The very large subject of manufacturing is covered by a very short chapter, but this is as it should be for a work of its kind; a full discussion would fill Dr. Elliot's five foot shelf. The paragraphs devoted to judging wool by the score card method should be read by every grower, breeder and student; the same comment applies to the brief discussion of calculating ranch wool values. The chapter taking up laboratory studies is, of course, primarily for students.

To pick flaws in Dean Hill's work is no easy task but since one barrel was emptied at Professor Hultz, it is only fair to take a shot at the Dean with the other. As a general book for the lay public no criticism is offered. As a college text on wool it seems as if some of the more technical material deserves more space. The physiological development of the fiber and the technique of measuring tensile strength and elasticity are particularly referred to. Also the substitution of microphotographs of wool fibers for the pen sketches would have been desirable. Figure 68, entitled "Section of Skin" is beautiful to look at and was probably easily borrowed but it is anatomically incorrect as far as the sheep is concerned unless Professor Duerden of South Africa is all wrong.

However, be sure to get this book, it's a good one.

J. F. Wilson

An Appreciation of President Hagenbarth

RECOGNITION of the value of President Hagenbarth's services to the wool industry was made by New Mexico wool growers in the following resolution adopted at the annual convention of their association in February:

"Be it Resolved, by the New Mexico Wool Growers Association in convention assembled at Albuquerque, New Mexico, February 5 and 6, 1931, that we hereby express our sincere appreciation of the most valuable service, so generously tendered at all times in behalf of the wool growers, by our National President, Hon. Frank J. Hagenbarth, who has rendered to the wool industry forty years of unselfish service without compensation and without price to the end that the wool industry might be placed upon a plane of the highest intelligence with the objective, not of profiteering but of obtaining that to which it is justly entitled."

President of National Auxiliary Launches Lamb Campaign in Arizona

THE Ladies Auxiliary to the Arizona Wool Growers Association has been actively at work under the leadership of Mrs. T. J. Hudspeth, president of the National Auxiliary, in promoting the use of lamb in their home territory. Mrs. Hudspeth was made president of the Ladies Auxiliary to the National Wool Growers Association at Colorado Springs last December. She succeeded Mrs. Harlan Hill of Prosser, Wash., one of the leaders in organizing the wives and daughters of the sheepmen.

Mrs. Hudspeth reports the Arizona lamb work and outlines other activities in the following letter recently sent out to the auxiliaries in different states:

The Women's Auxiliary in the state of Arizona have started a lamb campaign in this way. We have called upon the packers and have already secured a broadcast complimentary to the Women's Auxiliary of the Arizona Wool Growers Association for one half hour a week which will come Saturday morning between 9:30 and 10:00 o'clock. While our name will not be mentioned it is at our request that this program is being put on, broadcasting lamb only for that half hour. We also are having a broadcast over National Broadcasting Company from the Safeway Stores which has been donated. Then we have a committee of women call on the managers of the different eating houses in the different cities and towns requesting them to have lamb printed on the menu in more than one way every day. As it is now it is seldom on the menu, but when called for one can get lamb chops. In talking to a cafe manager a few days ago I requested him to have lamb put on the menu. He promptly informed me that he did and it just happened that I missed it. While his quota was seven lambs per month he was using sixty. We have already gotten such good results from our program on lamb consumption that I wish it were possible for every state president to use some of the same.

We have also had a committee named to answer the article written in the Outdoor Life for January entitled "Game—or Mutton." If you have not read this article it is most important that you should, inasmuch as it is very detrimental to the sheep business. We have a committee named to write a protest to the American Sheep Breeder protesting the sale of buck lambs without a higher penalty which at this time is one cent on the hundred lower than the regular lambs and it really should be three cents on the hundred. The idea is to stop the practice of sending in to the packers the buck lamb unmarked.

The next thing on our program which will be taken up at our next meeting will be to call upon the different department stores and see if we can have a window display of beautiful woolen materials that are now being made from our fine wools and in such a way encourage the wearing of woolen materials in preference to so much rayon and silk.

I feel that this is one of the finest organizations in existence because it is not only a constructive organization but a very necessary organization. I feel that the women of today since going into this auxiliary work have done as much or more in the short time that they have been working to further the consumption of lamb and wool than the men have. We can hardly expect our men to produce the lamb and wool and then get out and advertise and use it. After all, the woman is the homemaker and does the sewing and cooking, she necessarily does the buying; therefore it is

up to women, the wives of these men, to see that their production is well advertised. I know we can do it and I know we will do it. All we need is a plan and I feel that the Arizona Auxiliary has worked this plan out in such a way as to get big results.

Very cordially,
(Mrs. T. J.) Minnie B. Hudspeth
National President.

Newspaper Contributions to Lamb Campaign

GENEROUS assistance in the sheepmen's lamb promotion work has been received from various sources. Railroad companies, merchants, and other agencies not directly interested in the marketing of lamb or other meats, have contributed much in the way of free publicity. In particularly large measure have the newspapers given of their space to promote the lamb campaign.

A recent very commendable example of this is the page advertisement of the San Angelo Standard Times, appearing in the San Angelo Evening Standard for February 25, 1931. The editor of the paper attended a meeting of the Rotary Club at which Mr. E. S. Mayer, Jr., who is conducting the fund raising work in Texas for the enlarged lamb program, presented the present situation in lamb consumption and gave a general outline of the plan for enlarging the outlet for lamb. Impressed with the importance of this work to West Texas generally as well as to the individual sheepmen, the editor put in a full-page appeal for support for the undertaking.

At the left of the page, a resume of Mr. Mayer's talk was printed. Then under a well-displayed caption: "What a Leg of Lamb Means to You", convincing statements were set up to show that every one

should help to promote the lamb campaign, not only because "lamb is one of the finest of meats", but because the sheep industry is of such economic importance to the country.

Many instances might also be cited in which newspapers have given very valuable publicity to the lamb demonstrations. We present one, that of the Morning Call of Allentown, Pa. When the demonstrations were given there, this paper, with a circulation of 36,844, devoted 3192 lines (over 1 1/3 pages) in special advertisements of the event as well as reports of the meetings. If it had been necessary to buy this amount of space, it would have cost \$351.12.

It is quite safe to assume, that if a record had been kept of all newspaper space given to the lamb campaign, the total would be up in the thousands of dollars.

Activities of Washington Auxiliary

THE Auxiliary to the Washington Wool Growers was organized in the year 1923 by a group of fourteen women in Yakima, Washington. In the year 1924 letters were sent to the wives of all Washington wool growers asking them to join with the Yakima women in forming the auxiliary. In 1926 a State Auxiliary was organized and our present constitution was adopted and state officers elected with the Yakima organization forming Chapter 1. In 1927 we received an invitation from Montana asking the Washington ladies to send a representative to Butte to tell them about the Washington Auxiliary. Mrs. S. O. Stewart and Mrs. W. A. Roberts were the ladies selected to go and an auxiliary was organized there. In 1928 Mrs. Harlan Hill and Mrs. Martin Fjeldstead were sent to Boise, Idaho, and

Ogden, Utah. They organized an auxiliary in Ogden.

In 1929 Mrs. Harlan Hill of Prosser and Mrs. J. L. Jackson of Pomeroy were sent to Phoenix, Arizona, where an auxiliary to the National Wool Growers was organized and plans were made for an auxiliary in Arizona. Mrs. Hill of Prosser was elected national president, Mrs. Hudspeth of Seligman, Arizona, was elected first vice president, Mrs. S. O. Stewart of Yakima, Washington, second vice president and Mrs. J. L. Jackson of Pomeroy, Washington was elected secretary and treasurer.

During the year 1930, auxiliaries were organized in the following states: Arizona, New Mexico, Texas, Oregon, Idaho and Colorado.

The Washington Auxiliary has an advertising committee of which Mrs. S. O. Stewart of Yakima, Washington, is chairman. This committee had charge of a booth at the Washington State Fair in which was displayed pure virgin wool blankets and clothing and charts showing the cuts of lamb. One thousand lamb menu cook books were distributed. To help with the finances we have a committee which purchased wool and had it scoured and carded and made into batts. We have for sale 3-pound batts at \$5.00, 2-pound batts at \$3.35, 1 1/2-pound batts at \$2.65, and 1-pound batts at \$2.00. We have these made up for beds of all sizes. The committee consists of the following: Mrs. W. A. Roberts, chairman; Mrs. James Morrow, and Mrs. S. O. Stewart, all of Yakima, Washington.

The dues to the State Auxiliary are \$1.00 and the National dues are \$1.00.

The state officers are as follows: Mrs. J. L. Jackson, president, Pomeroy, Washington; Mrs. James Morrow, vice president, Yakima; Mrs. W. A. Roberts, secretary-treasurer, Yakima; and Mrs. Ralph Jackson, corresponding secretary, Dayton, Washington.

March Angles of Lamb Demonstrations

THAT the educational work on lamb being conducted in high schools as a part of the National Lamb Campaign is accomplishing the desired results was set forth in a report of current activities in the campaign as a whole which appeared recently in these columns.

Too much importance cannot be placed upon the efforts along this line, for they are reaching the younger generation which in a few years will become the housewives of the nation in whose hands will rest the responsibility of buying and preparing the family food. As stated recently by Prof. Sleeter Bull of the University of Illinois after coming in direct contact with the high school demonstrations: "The information on lamb not only is assimilated by the students but is passed on by them to their parents and to retailers and others."

High School Girls Write Themes on Lamb

A recent program in Memphis, Tenn., furnishes a striking example of how high school girls are taking full advantage of this opportunity to learn more about lamb. A lamb cutting demonstration-lecture was given before an audience of 1500 students at the Technical High School, following which the students wrote themes on the subject. One of these themes, written by Miss Eleanor S. Peters, is reproduced below. It is typical of those submitted and reflects the attentiveness and interest of this entire high-school audience.

"Knowing how to buy meat means knowing how to economize. If we know how to buy meat we can save from 25 to 40 per cent. We must not only know how to buy,

but we must also know how to prepare the meat to make it appetizing.

"Most people when speaking of lamb seem to think that it is much too expensive to serve often but this is because they only think of the most expensive parts, which are: rib chops, loin chops, and leg of lamb. In fact, some people seem to think these are the only parts of a lamb.

"In place of the three well known parts there are really fifteen different cuts. The front parts must be reduced to a very low cost to sell them, as there is not much demand for these cuts, but such a large demand for the three cuts mentioned above.

"We no longer speak of tough meat, we either say tender, more tender, or less tender. No meat if cooked properly will be less tender.

"The fore part of a lamb is a whole lot better than the hind parts as they can be made just as attractive, cooked just as tender, and yet cost but a fraction of what the well known lamb-legs would cost us.

"The neck slices because of connective tissue, are not as tender as some of the others, yet they are good for stewing and when cooked the bones automatically come out. They help to make up a well balanced menu which should consist of meat and milk.

"One of the artistic cuts of meat is the 'Mock-Duck,' which is made from the less expensive forequarters. The Mock-Duck may be stuffed with dressing and when cooked it can be carved with little difficulty.

"The rib bones may be used as spare ribs and roasted, or they may be used for making lamb broth. Equally good for making broth is the shank bone, which makes very nourishing broth.

"The breast is one of the cheaper cuts of lamb, but this does not prevent it from being good. It may be

made into a roll which is called Rolled Breast.

"Other parts of the shoulder can be used for stew, roast, or rolled up and cut into chops which are called Saratoga Chops. We may also get shoulder chops or steaks at a very reasonable price.

"There are hardly enough legs of lamb to meet the demand and as other parts must be sold cheap the price of rib chops, loin chops, and leg of lamb is put up high enough to make up for the loss in the less-demanded cuts. So if we insist on these select cuts we may rest assured that we are going to pay a high price for them.

"We also have the Stuffed Pillow from the shoulder which is very good and this like the Mock-Duck is a two-in-one dish as you have the meat and the dressing cooked together.

"There are two kinds of lamb chops. The American style, and the English loin chops.

"There are different ways of preparing rib chops—we may or may not remove the meat from the end of the rib, of course, this is only a matter of taste.

"The average leg of lamb is five to seven pounds. In some cases this is too much for one family, so rather than take something else we will take a 2½ pound loin end of leg.

"We have the French leg, which is cooked without removing the bone, then we have the American style which has a portion of the bone removed. This is the most popular style in the modern day as it takes a much smaller vessel to cook it in.

"Even the bones and small bits of meat must not be wasted. The bones are valuable for making broth, or soup. While the small pieces of meat may be used for making patties."



Prof. C. W. McDonald of Iowa State College conducting a lamb demonstration before an audience of more than 1,200 housewives on March 11 at the Boston Store, one of the largest Chicago department stores. This is an example of the excellent cooperation being given by state agricultural colleges in carrying forward the National Lamb campaign.

Cincinnati Audience Exceeds Expectations

The lamb program for March, conducted in cooperation with the University of Kentucky and covering eight of the larger cities in that state, was most successful everywhere. In addition to the eight Kentucky cities, Cincinnati, Ohio, was added to the list and the results there were most gratifying. As an example, a meeting for retailers was arranged in the Ball Room of the Hotel Gibson. An audience of not more than 400 was expected but the final count showed 750 present.

While the campaign was in progress in Kentucky a request came to the office of the National Live Stock and Meat Board for a lamb cutting demonstration at a cooking school conducted by the Boston Store, one of the leading department stores of Chicago. It was impossible, of course, to bring the board's demonstrator from Kentucky but the request was filled by utilizing the services of Prof. C. W. McDonald of Iowa State College. More than 1200 housewives were present for Professor McDonald's demonstration which was given on March 11. They displayed keen interest throughout the program and a number of them stayed afterwards to ask questions.

The campaign is now under way in Virginia with assistance of Vir-

ginia A. & M. College and Polytechnic Institute.

Favorable Letters from Many Retailers

The National Live Stock and Meat Board receives letters constantly from retailers in all parts of the United States commenting favorably on the modern methods of cutting lamb. The following excerpt from a recent letter coming from Evansville, Ind., is an example:

"We are cutting lambs according to the demonstrations held in the Chamber of Commerce, January 20, as demonstrated by Mr. Max O. Cullen. We find that this is the most profitable way of cutting meats."

(Signed) Emge Grocery Co.

Railroads Continue Cooperation

Railway executives are building up their promise of cooperation with the lamb interests. The new style lamb sticker is being generally used on the dining car menus and lamb is to be found in the daily specials offered to travelers as well as in the regular menu lists.

Sixteen different lines are giving this assistance to the lamb promotion work. The list includes: The Chicago and Alton, Chicago and North Western, Chicago, Burlington and Quincy, Chicago Great Western, Chicago, Milwaukee, St. Paul and Pacific, Chicago Rock Island and

Pacific, Illinois Central, Missouri-Kansas-Texas lines, Missouri Pacific, Northern Pacific, Southern Pacific, St. Louis-San Francisco, Texas and Pacific, Union Pacific, Wabash, and the Western Pacific.

Letters have been received from each of the roads giving assurance of their willingness to help in this work. It is not possible to print all of their replies, but several representative ones are given below.

The Reply of the Southern Pacific

"Spring lamb has been featured on our menus every year and we will, of course, continue this practice this year. Since we began featuring our Casserole, which is really a ragout of lamb, our purchases of lamb have increased about three times.

"In addition, in the next issue of the menus which have already been printed, we are carrying some reading matter on the sheep industry, and also we will carry an item on an early menu which will specifically feature spring lamb as a choice dining car item.

From the Union Pacific System

"We will be very glad indeed to cooperate as heretofore in furthering the use of meats, and have passed the lamb stickers to the Dining Car and Hotel Department with appropriate instructions."

The Wabash Railroad Company States

"We have arranged to display the lamb stickers on the menus of our dining cars, and I am enclosing copies of several of our cards to which the stickers have been attached, as requested by you."

The Western Pacific Railroad Company Complies

"I wish to acknowledge receipt of your letter dated March 7 regarding campaign being carried on in the interest of lamb.

"I shall be glad indeed to cooperate in this matter, and have sent your letter on to Mr. J. F. Hogan, our vice president in charge of traffic, with instructions that he handle the matter, and also that he provide you with copies of our menus."

Around The Range Country

Wyoming

Livestock have wintered in satisfactory conditions, though the severely cold weather in the last week, with heavy snow and high winds, proved detrimental, and caused shrinkages extensively, and some losses locally. A rapid recovery is apparent however. Moisture supplies are now temporarily plentiful, save only in the northern portion. The shed lambing crop is larger than usual.

Dayton

Sheepmen are not saying much about wool or lambs. I estimate that there were about 20 per cent more ewes bred last fall than in the previous season. The yearling headage this spring is probably 25 per cent greater than a year ago.

I have not heard of any sales or contracts on sheep or wool for this spring.

The feed situation is good and all stock is in good condition.

I read and enjoy "Around the Range Country." I also think the nation-wide lamb campaign is going to be a good thing. Perhaps a levy through the county treasurer's office would be a good way to secure funds for this work.

Our depression will right itself in time so it would seem that "time" is the remedy.

L. T. McClure

Montana

Livestock are in good condition, in spite of the blizzard and cold wave toward the end of the month. Much feeding was necessary, however, as spring feed has not yet become available. Lambing is progressing, and shearing is under way west of the Divide. Water is still scarce in middle counties. Winter wheat is poor in eastern sections.

Forsyth

So far as weather and feed conditions are concerned, sheepmen in this section have had a good winter. It was a sunshiny winter, the mortality in our bands was very light, and feed expenses were less than half those of the previous year.

Our ewe bands are about the same size as in 1931.

F. M. Clifford

Hardin

At this time (March 12) range feed is very short and moisture is needed badly. Stock, however, is looking good. We fed just about the same as usual this year, with probably a smaller amount of concentrates. Losses were below normal.

G. F. Corwin

Rollins

Grazing conditions were fair during most of March. Lambing has started and the yields are average. There is a slight increase in the

THE notes on weather conditions appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of March.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

number of ewes we are lambing, and we also kept more ewe lambs last fall for replenishment purposes.

Ten cents is being paid for shearing. This includes board for the shearer all the time he is at the plant.

Most of the growers are selling their wool through the National Wool Marketing Corporation, believing it to be best for their interests.

Glen Daley

Oregon

Seasonal weather prevails, and livestock and ranges are in satisfactory condition, with lambing and some shearing in progress, with good results in most sections. Pastures and grains were improved by moisture during the closing week, especially in the northern portion.

Lakeview

Up to March 27 we had a total precipitation of about three-fourths of an inch for the month. Shed and ranch lambing have progressed under favorable weather conditions and the yield so far is slightly above average. The ewe bands of this district are much larger in size, as a great many ewe lambs were kept and most of the yearlings. I estimate that there are 50 per cent more yearling ewes here this year than in 1930.

Shearing has not started, but the charge for it, according to present ideas, will be 10 to 12½ cents, including board while the men are at work. Board is not paid when the men are not working, even though at the plant.

The National Wool Marketing Corporation is in disfavor with some of the growers here on account of the slowness with which final returns are made. An offer of 75 cents per head down and the balance after shearing at the market price then prevailing has been made here by a wool buyer.

F. S.

Idaho

Livestock wintered well in most sections. Shearing is progressing locally, and lambing has continued. Sheep are moving earlier than usual to the open range country. Rains late in the month were very beneficial to ranges, but grasses are still somewhat backward. Winter wheat is looking well.

Standrod

Since March 25 there has been snow and rain and the prospect is good for grass. Hay is scarce; none for sale at any price. Range lambing will start about April 25, with about the same number of ewes to lamb as in 1930. There are about the same number of yearling ewes on hand now as a year ago.

No wool has been signed up from this section with the National Wool Marketing Corporation yet and so far no lambs have been contracted.

Shearing does not start here until about the first of June and I have not heard yet what prices will probably be paid for the work.

Expenses generally this winter have been less than in 1930.

I think the lamb campaign is all right and should have the support of the sheepmen.

Dan McKinzie

Washington

Pastures are good, and livestock mostly doing well, though severe weather during the last week was rather hard on lambs and shorn sheep. Moisture has been abundant everywhere for immediate needs. Lambing results were satisfactory, and shearing progressing nicely.

Waitsburg

Since March 1 we have had severe showers that have given plenty of moisture for the range. Stock have been in good condition all winter and losses very light. The coyotes were well cleaned up by the government's trappers during the last two years so very few sheep have been killed by them recently.

Lambing started about March 10; it looks as if we will have about the usual crop. The number of ewes and yearling ewes is about the same as last year. A few sales of wool have been made at 10 cents and a few offers of 11 cents on fine wool. The wool here is estimated to shrink around 65 to 68 per cent.

Shearing is going to start around April 5. The prices will be 10 cents for machine and 12½ for blade, board included.

The only way the sheepmen can save themselves is by cutting down expenses, especially such items as taxes on grazing lands, which are much too high.

Pierre Ganguet

Bickleton

The latter part of March, with a spell of cold, rainy weather, was very hard on the new lambs. The yield so far though is about two per cent greater than usual, from about the same number of ewes as were lambing last year. There are more yearling ewes in the flocks this year due to the low market last fall which influenced sheepmen to retain their ewe lambs.

I have not heard of any sales or contracts on ewes of any description. I also have not heard of a single offer for wool. As a rule, however, most of the growers favor the National Wool Marketing Corporation.

J. F. Johnson

Wenatchee

Winter weather generally has been mild and March was good until the last week when it turned cold. A good general rain the middle of the month started spring grass nicely and the situation is good on the whole.

The yield of lambs so far is average; in some flocks better. I think probably there were about 10 per

cent fewer ewes in this year's bands than in those of 1930.

There has been one contract signed for 1200 ewes with lambs for April 1st delivery, but the price has not been made public. One lot of wool has also been sold at 16 cents a pound.

The attitude toward the National Wool Marketing Association is generally favorable.

Sunnyside

With an exceptionally mild, open winter, but very dry, a great many of the sheepmen have been able to stay on the range by feeding a small amount of grain or oil cake. Losses have been comparatively light and I do not believe that the expense of wintering will average to exceed 60 per cent of last year's cost.

Those who bought hay early paid around \$10, but at the present time there is plenty available at from \$6 to \$7. Grains too have been very reasonable. I purchased a band of feeder lambs last fall and was able to have barley laid down at my feed lot at from \$24 to \$26 a ton. Roots cost from \$2 to \$5 a ton and oats, \$25 a ton. A year ago these grains were costing us from \$40 to \$45 on a delivered basis.

There should be a slight increase in the number of ewes and lambs in 1931 over the past, but the percentage will be smaller. Lambing in the valley is well advanced now (March 7) and I see no reason why the percentage should not be even greater than last year due to ideal lambing weather. Last year our purebreds lambing 151 per cent. To date this year they are slightly under that figure, possibly 140 per cent, and we are hoping this will be reduced as we prefer the single lambs to get the size.

A. G. F.

(Continued to page 50)

The National Wool Marketing Corporation Section

WITH THIS ISSUE the National Wool Grower becomes the official organ of the National Wool Marketing Association, as for twenty years it has been spokesman for the National Wool Growers Association. The chief part of the matter printed in the Corporation's section will be received by telegraph and mail from the Boston offices and will report and discuss Corporation and market affairs in greater detail than is possible in the weekly reports now being furnished to the twenty-six member organizations for the information of their grower members.

What the Corporation Is

In one year of operation the grower owned and controlled National Wool Marketing Corporation has come to be the largest and most influential single concern in the world's wool trade. Its position and strength are due to the fact that it is the concentration of the interests of over 30,000 wool growers. Some of these are owners of comparatively small farm flocks, but the number also includes many of the largest individuals and company ownerships. The aggregate of last year's consignments passing through the hands of the twenty-six member organizations to the national headquarters was over 100 million pounds, or 30 per cent of the total amount of wool shorn.

This remarkable standing and accomplishment really has not come about so suddenly as it may seem. For over thirty years wool growers' associations have discussed the need and methods of establishing a system that would move wool more directly from the range to the mill and give grower representatives, rather than wholly speculative interests on the selling side, a voice in determining wool prices at Boston. It always has been recognized, and still is, that foreign markets and domestic demands are primary factors in setting Boston prices, but apart from these there is room to secure material benefit to producers, manufacturers, and consumers through a more direct system of selling and the elimination of at least a part of the injurious extremes usually incident to a market that is mainly speculative, even though such speculations include some considerable needed service.

At two or three different times wool selling concerns intended to be national in scope and controlled by growers had been put in operation. Either because they were premature or not conducted on the best lines, the success of these efforts

fell short of what was hoped for. The private dealers and commission agents continued to perform most of the service. The value of the old system in its time and the emergence of the new one need not now be recounted. It was briefly and eloquently told last January by Dr. S. W. McClure (National Wool Grower, January, 1931, page 16).

The National Wool Marketing Corporation would not be so large or so strong as it is today had it not been for the action of Congress in passing the Agricultural Marketing Act which came into effect June 15, 1929. For some years before that date the various pioneering grower owned agencies for selling wool had been seeking the right methods of organization and the support needed to permit them to amalgamate their interests. The needed direction and financial aid seemed to be promised in the provisions of the Agricultural Marketing Act. The members of the Federal Farm Board, appointed to carry out the directions of Congress took office on July 15, 1929. On August 9, they held a conference with the members of the National Wool Council, representing the agencies referred to above.

From that time progress was rapid. Members of the Farm Board met with representative wool growers at Chicago in October. A plan of operation, with articles of incorporation and by-laws of the proposed organization, was formulated. These were further discussed and revised at San Angelo the following month. A temporary board of fifteen directors was agreed upon and served until November, 1930. The concern was incorporated under the laws of Delaware with an authorized capital of one million dollars. Stock in the Corporation cannot be held by individuals. It is sold only to cooperative organizations of wool

growers who agree to sell their wools through the National Corporation and who nominate the men to serve as national directors. At present twenty-six cooperative wool marketing associations hold such memberships. They jointly nominated the following fifteen national directors who took office on April 11, 1931:

Worth S. Lee, Mountain Home, Idaho; J. W. Hoech, The Dalles, Oregon; F. A. Ellenwood, Red Bluff, California; A. A. Johns, Prescott, Arizona; Kenneth W. Chalmers, Garo, Colorado; M. E. Stebbins, Helena, Montana; James A. Hooper, Salt Lake City, Utah; J. B. Wilson, McKinley, Wyoming; Floyd W. Lee, San Mateo, New Mexico; Horace Fawcett, Del Rio, Texas (successor to Roger Gillis); L. W. Elliot, Sonora, Texas, for mohair (successor to Fred Earwood); Sol Mayer, San Angelo, Texas; C. C. Belcher, Del Rio, Texas; Jas. H. Lemmon, Lemmon, South Dakota; W. W. Billings, Lansing, Michigan.

Following their official election, these directors organized by electing the following officers:

President, Sol Mayer, San Angelo, Texas; Vice President, J. A. Hooper, Salt Lake City, Utah; Secretary-Manager, J. B. Wilson, McKinley, Wyoming; Executive Committee, J. W. Hoech, A. A. Johns, Floyd W. Lee, J. H. Lemmon, and W. W. Billings.

At the same time notice was given that consideration would be given at the next meeting of the stockholders of the National to such changes in the articles and by-laws as are necessary to so increase the number of directors as to include one director for each member association handling the prescribed minimum volume of wool.

Below are printed the names of the presidents, vice presidents, and secretary-managers of the organizations holding membership and participating in the operation of the National Wool Marketing Corporation.

American Mohair Producers Cooperative Marketing Corporation
Uvalde, Texas

F. O. Landrum, President.
Jake Schwartz, Vice President and Manager.

Arizona Wool Growers Association
Phoenix, Arizona
A. A. Johns, President.
Chas. E. Burton, Vice President.
H. B. Embach, Secretary-Treasurer

California Wool Marketing Association
Red Bluff, California
Fred A. Ellenwood, President.
A. T. Spencer, Vice President.
E. L. Hart, Secretary-Treasurer.

Colorado Wool Marketing Association
403 Livestock B'dg.
Denver, Colorado
E. Clair Hotchkiss, President.
Kenneth W. Chalmers, Vice President.
L. W. Clough, Secretary-Treasurer.

Colorado-New Mexico Wool Marketing Assn.
Durango, Colorado
Edward Sargent, President.
C. H. Rudy, Vice President.
A. H. Long, Secretary-Treasurer.

IDAHO: Eastern Idaho Wool Marketing Association
Pocatello, Idaho
Ephraim Ricks, President.
H. C. Wood, Vice President.
A. H. Caine, Secretary.

Western Idaho Wool Marketing Association
Worth S. Lee, President.
T. C. Bacon, Vice President.
H. L. Streeter, Secretary.

Indiana Wool Growers Association
Indianapolis, Indiana
T. I. Ferris, President.
L. L. Needler, Secretary-Treasurer.

Iowa Sheep and Wool Growers Association
Ferguson, Iowa
A. L. Bane, President.
A. J. Blakely, Vice President.
Chas. Sexton, Secretary-Treasurer.

United Wool Growers Association
Maryland and Eastern States
Baltimore, Maryland
J. W. Jones, President.
Brock T. White, Vice President.
C. V. Smith, Secretary.

Michigan Cooperative Wool Marketing Assn.
Lansing, Michigan
W. W. Billings, President.
F. D. King, Vice President.
C. L. Brody, Secretary.

Minnesota Cooperative Wool Growers Assn.
Wabasha, Minnesota
Alex Huddleston, President and Secretary.
L. H. Smith, Vice President.

Midwest Wool Marketing Association
Missouri and Adjoining States
Kansas City, Missouri
W. Marshall Ross, President and General Manager.
J. D. Wells, Vice President.
Dr. O. O. Wolf, Secretary-Treasurer.

Montana Wool Cooperative Marketing Assn.
Helena, Montana
T. B. Weir, President.
T. A. Marlow, Vice President.
M. E. Stebbins, Secretary-Treasurer

Nevada Wool Marketing Association
Elko, Nevada
R. B. Stewart, President.
R. T. Evans, Vice-President.
C. A. Sewell, Secretary.

New Mexico Cooperative Wool Marketing Association
Albuquerque, New Mexico
Geo. W. York, President.
E. M. Otero and A. E. Ingham, Vice Presidents.
Otto Hake, Secretary.

Oregon-Washington Wool Marketing Assn.
Yakima, Washington
H. Stanley Coffin, President.
Ellis Ragen, Vice-President.
J. F. Sears, Secretary-Treasurer.

Pacific Cooperative Wool Growers
Portland, Oregon
E. A. McCormack, President.
C. E. Grelle, Secretary-Treasurer.

Cooperative Wool Growers of South Dakota
Brookings, South Dakota
Paul C. Murphy, President.
Robert Dailey, Vice President.
Carl Nadasdy, Manager.

TEXAS: Lone Star Wool-Mohair Co-operative Association
San Angelo, Texas
E. S. Mayer, President.
Roy Hudspeth, Vice President.
O. E. Ausban, Secretary.

Mid-Texas Wool & Mohair Marketing Corp.
Menard, Texas
C. A. Martin, President.
Virgil J. Powell, Vice President.
J. R. Smart, Secretary.

Sonora Wool and Mohair Marketing Corp.
Sonora, Texas
Ed. C. Mayfield, President.
W. A. Miers and Fred T. Earwood, Vice Presidents.
Alvis Johnson, Secretary-Treasurer

Southwest Texas Wool & Mohair Marketing Corporation
Del Rio, Texas
H. K. Fawcett, President.
T. L. Drisdale, Vice President.
Joe Almond, Secretary-Treasurer.

Utah Wool Marketing Association
Salt Lake City, Utah
Hugh W. Harvey, President.
Jas. A. Hooper, Secretary-Treasurer.

Wisconsin Cooperative Wool Growers Assn.
Portage, Wisconsin
C. G. Biederman, President.
B. J. Gehrman, Vice President.
R. E. Richards, Secretary-Treasurer.

Wyoming Wool Cooperative Marketing Assn.
McKinley, Wyoming
J. B. Wilson, President.
W. W. Daley, Vice President.
B. M. Wilson, Secretary.

The Wool Situation at Shearing Time

(A statement by the National Wool Marketing Corporation)

THE March 28th weekly market report of the National Wool Marketing Corporation contained this statement:

"This is the first time since the National Wool Marketing Corporation was organized that it has been possible to move wool in volume without forcing prices down to ruinously low levels. The National has been selling large volumes of wool at prices considerably firmer than those of a month ago."

The mental attitude of the wool market is becoming more cheerful. A better feeling exists all down the line from manufacturer to goods dealers, who are encouraged by the prospect of a large volume of business in fall lines and women's wear. From all wool marketing centers of the world are gleaned facts and impressions which should inspire the grower to greater organization. The optimism rising among those who handle wool is backed by developments which rapidly are crystallizing for the benefit of the producer.

The business authorities who have the largest following generally agree that for business as a whole the depth of the depression is past. It is quite significant that many of the economists of the textile industry, who have been bearish for some time, are turning optimistic. Some of the analysts who advise woolen mills are telling their clients to buy extensively at current prices.

Since the middle of February mills have been taking wool in larger volume. The demand has been strengthened materially by the opening of fall goods lines, on which prices have been scaled down to assure volume business. There has been a noted departure from the policy of hand-to-mouth buying of wool by mills. The last week in March one fairly large mill placed an order with the National Wool Marketing Corporation which represents more wool than this mill has taken at one time in six or seven years.

Wool has been a buyer's market for so long that the sharp rebound recently witnessed abroad was inevitable. It is quite significant that the Daily News Record, a New York goods trade paper, expresses the opinion that a stabilization of raw wool prices is needed as a foundation for permanent recovery of the goods trade.

Fine wools have shown greatest improvement, both here and abroad. To a certain extent fine wools have turned to a seller's market, due principally to growing use of wool in women's wear. With the supply of this class of wool largely absorb-

ed the market is witnessing greater demand for three-eighths, which has not had a real call for eighteen months.

At the rate wool is moving into hands of the mills, it becomes more apparent that all the talk about the "mountain of wool" the cooperative will have on its hands when the 1931 clip comes on is largely propaganda aimed to depress raw wool prices in the West. The cooperative has been selling wool at the rate of nearly a million pounds a day at firming prices. At the rate wool is being marketed the carry-over on the first of June will be comparatively light. The National Corporation believes that growers appreciate the importance of entering the new season with wool stocks as low as possible.

All available information points toward a greater wool consumption during the coming year. During the last half of 1930 consumption was extremely low. Some economists believe that this abnormal decline will be more than made up during the coming year. Such views are not without justification. Total consumption of clothing and combing wool for that month actually was 2,000,000 pounds more than for the previous month. This increase was in 64's and finer, which further reflects the trend in women's wear. Similarly, the amount of combing and clothing wool consumed in January was above that for December. February and March are expected to show corresponding upward trends. In the monthly totals of wool consumption this increase in clothing and combing wool is offset by declines in carpet wools.

Practically all of the big mills were in strong liquid position at the close of the depression. Low inventories put them in better position to take advantage of a pick-up in consumption. At its annual meeting the last of March, the American Woolen Company reported its mills are running 50 per cent of capacity this year against 40 per cent for the same period last year. It is expected that this percentage will be increased with better business developing.

Foreign developments continue favorable. The advances at London, in the opinion of the most astute observers, constitute the first real check in the downward tendency in wool prices since November, 1924. Wool prices have been rising steadily in Australia from the lows in January. Supplies carried over to the second half of the current marketing season in five principal southern hemisphere countries are considerably lower than either of the two preceding seasons, due to rapid disposals in Australia, Argentina and Uruguay.

Some of the reports current in financial circles are pertinent to the wool situation. A larger number of foreign loans are in prospect for the year. Most of these loans will go to countries whose finances need stabilizing. Improvements of the finances of Australia, for instance, would have an immediate salutary effect on wool, for Australia's exchange rate has been off nearly 30 per cent. Stabilization of finances would reduce this disparity. For a time it was possible to purchase approximately \$1.30 worth of Australian wool for an American dollar.

The latest wool summary of the Department of Agriculture reports that on January 31, this year, stocks of foreign combing and clothing wool in the United States were 5,655,000 pounds, compared with 15,326,000 pounds of combing and clothing wool the same date last year.

Organization Benefits the Wool Grower

By J. B. WILSON, SECRETARY-TREASURER
NATIONAL WOOL MARKETING CORPORATION

Present indications are that a period of strengthening wool prices is being entered. It becomes increasingly apparent that organization offers the wool producer greatest opportunity to participate most thoroughly in whatever improvement may be in store in the domestic wool situation. Through organization he has the best opportunity during the next few years to regain the money lost during the depression.

An interesting sidelight on this matter of grower organization in relation to market prices is found in the press announcement of Mr. Stone's appointment to the chairmanship of the Federal Farm Board to succeed Alexander Legge. Before coming to the Farm Board Mr. Stone was head of a large tobacco cooperative in the South. The association flourished for five or six years and at its peak had 180,000 members and did an annual business of \$50,000,000. As long as the growers held united they fared well but some began to sell outside the pool. Then this happened; "Finally the association dwindled away as growers ceased to sign up and it had to be dissolved. A decided drop in the price of tobacco followed."

This incident brings very forcibly to the front the significance of the wool growers' marketing agency. Our country has passed through one of the longest depressions in history. Business and industry suffered. Wool growers suffered too, but, through organization they were able to hold one of their commodities, wool, in a class by itself. That wool declined less than any other basic commodity is due entirely to the orderly marketing activity of the National Wool Marketing Corporation. That the domestic market showed strength so soon after foreign improvements also is the result of growers being organized to look after their own interests in wool selling. So long as the National Wool Marketing Corporation has the influence it had in 1930 growers may rest assured that they will get full value for their wools. With the National in the field private traders cannot speculate as they did during the free and easy days, and mills cannot beat down prices.

Through his own marketing agency the grower sells direct to the mills and receives all that the wool brings, minus only actual selling cost. There is no profit taken out anywhere along the line. Through this organization the grower also can play an important part in meeting the big problems of the wool industry, such as developing new issues for wool and stimulating consumption. In this connection, wool growers who have visited headquarters of the National Wool Marketing Corporation in Boston recently have been impressed by several new fabrics developed in cooperation with wool manufacturers who are also interested in increasing the demand for wool.

If wool producers support their marketing organization to the fullest degree they will assure themselves first rights on the domestic market—the best market in the world. It may not be generally appreciated, but this year is the first time that foreign improvements have been mirrored so quickly in the United States market. Because they were organized, wool growers were able to forestall heavy importations of foreign wools when prices abroad reached what speculators considered the bottom. Usually private traders, whose first interest is to make money for themselves and not to look after the interests of producers, have brought in cheap foreign wools in large volume at the close of depressions. Such wools have been used to bear down the domestic market for some time after foreign conditions took a turn for the better.

Through organization wool growers can safeguard their interests in many different ways. Through orderly marketing the tariff can be made most effective, as it has been during the past year.

Large Cooperative Tonnage in Prospect

With practically all wool districts reporting a fine sign-up of cooperative wools under preshearing advances early in the season and grower attitude generally appreciative of the accomplishments of one year's trial of nation-wide grower-controlled wool marketing, the outlook is that the cooperative volume for 1931 will exceed the large volume assembled in 1930. The last week in March the growers' agency had approximately 75,000,000 pounds of 1931 wool actually signed. Most of the member associations report reasonably light withdrawals and a considerable sign-up of new members.

Although only a year old the growers' national cooperative has made a valuable contribution to the producers who sponsored it. It has been said many times by leaders in the wool producing industry that formation of the National Wool Marketing Corporation was the best thing that could have happened for the growers. It materially eased for them the difficulties of the depression. What the growers accomplished in market stabilization through their own organization during 1930 stands as an inspiring invitation to growers to carry on this organization to a more pronounced degree during a period of better times. The splendid support the cooperative is receiving at the start of its second year attests that the majority of growers appreciate what their own marketing organization can do for them.

Following is a brief summary of reports of most of the local units of the National on wool volume signed and in prospect for the current year. Although figures are not available on all units in the National, general advices from the field indicate 1931 wool volumes at least as large as those of 1930. The general outlook is that the growers' agency will be able to have, during the coming year, a market influence comparable to that exerted during the past year. With firming prices in prospect it is expected that this influence

will be of considerable benefit to producers and will further demonstrate that organization is the best way to "cash in" on the better times which are developing in the wool and textile industries.

The Utah Wool Marketing Association, which handled 10,210,000 pounds in 1930 has approximately 12,500,000 pounds signed the middle of March with more wool expected when shearing gets under way. Of this volume, roughly 1,030,000 fleeces, approximately 434,000 fleeces represent new members. James A. Hooper, secretary of the Utah Association, also vice president of the National Wool Marketing Corporation, reports growing interest in cooperative marketing throughout the intermountain district.

From Yakima, Washington, comes the report that the Oregon-Washington Association, which handled a little over 5,000,000 pounds last year, already has signed about 4,500,000 pounds of which fully 500,000 pounds represents new membership. J. F. Sears, secretary of the Oregon-Washington Association, anticipates that the volume this year will be considerably greater than that amount which the growers consigned to the cooperative last year. Shearing is now under way in Washington.

The Eastern Idaho Association, Pocatello, had approximately 3,724,000 pounds signed the middle of March, reports A. H. Caine, secretary. Of this volume about 475,000 pounds is from growers who are new members in the Eastern Idaho unit. Although the season is just getting well under way in Idaho, this unit of the National is very close to its 1930 tonnage, which was 4,176,000 pounds. Many of the leading clips of Idaho are again coming into the cooperative program. The Western Idaho Association, Boise, has signed again this year the John Archabal clip of approximately 500,000 pounds. This is one of the key clips of Idaho.

The Colorado Wool Marketing Association, Denver, which in 1930 handled approximately 5,500,000 pounds, expects the tonnage will be



SOL MAYER

New President of National Wool Marketing Corporation

One of the nation's leading sheep operators, Sol Mayer, San Angelo, Texas, has been elected president of the National Wool Marketing Corporation. Mr. Mayer, who operates approximately 20,000 head of sheep and 75,000 acres of land, was a member of the original committee of five appointed to develop the program for Texas participation in the nation-wide cooperative movement. He is also engaged in other branches of livestock and general farming, is an official of several Texas banks, and is chairman of the Texas Eat-More-Lamb club. He is the father of E. S. Mayer, president of the Lone Star Wool-Mohair Cooperative Association, one of the Texas units in the National Wool Marketing Corporation.

The new president of the wool cooperative is enthusiastic over its possibilities. He is a firm believer in cooperation and organization and is affiliated with the livestock and cotton cooperatives in Texas.

"Considering the difficulties of the year just passed the results achieved in the cooperative marketing of wool were extremely good," he said at Chicago. "If the wool producers patronize their own marketing organization they will find in it a real opportunity to benefit themselves and their industry."

at least 6,000,000 pounds this season, according to L. W. Clough, secretary-treasurer. The middle of March the Colorado unit has signed approximately 479,000 fleeces, or about 3,830,000 pounds. Last year, at shipping time, the tonnage of this unit of the cooperative was roughly 300,000 fleeces, or about 2,400,000 pounds. The Colorado unit also is getting a considerable volume of wool from new members.

The last week in March the Colorado-New Mexico Association reported advances on 1,116,500 pounds of wool. The bulk of these wools were obtained in the Durango section. The eastern sections Antonio, Walsenburg, and Trinidad had just started taking advances.

It is the belief of Murray E. Stebbins, secretary of the Montana Wool Marketing Association and a member of the National board of directors, that Montana will pass its 1930 volume by fully 2,000,000 pounds. He predicts the 1931 Montana cooperative tonnage will be better than 15,000,000 pounds, coming from close to 3,000 growers. Last year the Montana cooperative unit shipped approximately 13,000,000 pounds.

The Pacific Cooperative Wool Growers, Portland, Oregon, which handled close to 10,000,000 pounds last year, now has approximately 8,000,000 pounds of 1931 wool signed and looks for the total tonnage for this year to equal that of the past season.

The Texas units, reporting so far, indicate increased tonnages. The Lone Star Association, San Angelo, expects its 1931 volume to amount to between 7,000,000 and 7,500,000 pounds. Last year the growers in the Lone Star Association shipped 6,582,000 pounds. The Lone Star Association reports few withdrawals and quite a bit of new business.

The Mid-Texas Association, Menard, had 1,750,000 pounds signed the middle of March, according to J. R. Smart, secretary. This organization had a total volume of 1,663,000 pounds for the entire 1930 season.

The Nevada Wool Marketing Association, Elko, reported approximately 300,000 fleeces or about 2,400,000 pounds signed at the middle of March. Last year this association assembled 1,977,000 pounds. C. A. Sewell, secretary of the Nevada unit, expresses the belief that the 1931 volume will be materially greater than that for 1930.

The outlook is favorable in both North and South Dakota. Last year the North Dakota Association handled about 3,375,000 pounds, while the South Dakota volume was 3,827,000 pounds. The North Dakota Association reports that only

200 members withdrew during the year from a total membership in excess of 5,000. Both of these units expect their 1931 clip to equal or possibly exceed that of last year.

Reports from the Middle West indicate that growers in the fleece-wool districts will do their share toward advancing cooperative marketing of their product.

The Wisconsin Wool Growers Association, Portage, which operates as an independent unit this year had approximately 550,000 pounds in sight the middle of March, and R. E. Richards, secretary, expects the association's volume to be larger before the season is over. Last year the Wisconsin growers shipped approximately 280,000 pounds of wool through the Minnesota and Central units to the cooperative.

The United Association, Baltimore, Maryland, expects a material increase in 1931 volume over that of last year. In 1930, growers in the United shipped approximately 1,110,000 pounds of wool. Paul Mueller, Jr., secretary, reports that cancellations have not amounted to more than one or two cars of wool. Both the Midwest Wool Marketing Association, Kansas City, and the Minnesota Cooperative Wool Growers Association, Wabasha, expect the 1931 tonnages to be about the same as those of 1930. Last year the Midwest was 3,491,000 pounds and Minnesota about 1,200,000 pounds.

An intensive membership drive is now under way throughout the corn belt states, reports A. E. Turner, secretary of the Midwest Association. In this campaign the cooperative is receiving excellent support from agricultural colleges in the states in which the association operates. These colleges are doing all they can to assist the grower to develop his own strong marketing association.

The Iowa Association, Des Moines, expects a 1931 volume twice or possibly three times greater than the 1930 tonnage, which was 1,145,000 pounds, according to Chas. Sexton, secretary.

The Growers' Part in Promoting the Welfare of Wool

Competition among the major textiles today is so keen that the grower of wool, in all fairness to himself and his industry, should follow his products through every step in marketing and manufacture. Activities of his own marketing organization illustrate that it is especially fruitful for him to take an active part in marketing. What growers in many sections already have gained from promoting the welfare of wool in consuming channels in their home districts suggests far greater possibilities

when the problem is approached on a national scope. Growers, as well as manufacturers, are interested in boosting national demand for wool.

This country is witnessing what the economists identify by the rather romantic terms, "battle of the textiles." Within the last half-dozen years this so-called warfare among the textiles has been bitterly fought. As everyone knows, wool has suffered losses. Use of silk and rayon has increased considerably. In 1919, the United States produced only 8,174,000 pounds of rayon and imported 1,148,513 pounds. In 1929 the production aggregated 116,493,000 pounds and imports 16,406,000 pounds. During this period the price of rayon declined from \$4.717 to \$1.248 a pound, which enhanced its competitive position.

Average annual imports of raw silk for 1909-1913 were 209,010 bales, averaging 133¹/₃ pounds each. This gradually mounted until 1929 imports totalled 735,304 bales. In the 10-year period, 1919-1929, the price of raw silk declined from \$9.059 to \$4.839 per pound, which improved its competitive ability.

Advertising and special promotion have been outstanding factors in the spurt shown by rayon and silk. Rayon, undoubtedly, has been the most advertised textile during the last several years. Modern living conveniences, especially comfortable heated houses and enclosed automobiles, have been important aspects of the shift in textiles. Manufacturers of rayon, silk and cotton goods have been quick to adjust production to the kinds of fabrics that fit best in modern life. Woolen manufacturers now are giving more thought to making the lighter fabrics that modern tastes desire, which is fundamentally important if people are to be induced to wear more wool.

Because it sees the possibility of organized grower strength, the National Wool Marketing Corporation be-

lieves that much can be accomplished in creating new demand for wool and regaining former uses which have been taken by competing textiles.

If wool is to regain the ground lost in the warfare of textiles its producers must present a united front in its behalf. They must work together through their national cooperative organization, which, in turn, will safeguard their interests at every turn and will work with manufacturers to advance their product.

Growers Urged to Beware of Malicious Rumors

The bitter and malicious unfairness being brought into the campaign against the National

Wool Marketing Corporation is to be deplored. To prevent wool growers from developing their own strong marketing agency certain wool dealers and newspapers supporting have spread very malicious reports. Whether the reports have even the slightest background in facts appears not to matter. In some sections everything possible is being done to induce growers to withdraw their support from the national cooperative.

When growers hear some rumor which tends to weaken their confidence in their national cooperative they should disregard it until they have communicated with their local association. This applies particularly in the matter of how possible over-advances on 1930 wools will be handled. Get the truth from the local association; do not believe the rumors which are launched for very selfish purposes. The local units, comprising the National Wool Marketing Corporation are the growers' contact with their marketing organization; they are working for their best interests.

It should not be overlooked that until the 1930 wool volume is sold the extent of over-advances will not be

Cooperative Marketing Creed

Creates grower power
Opposes dumping wool, makes for—
Ordery marketing
Prevents unnecessary handling expense
Eliminates needless middleman profits
Really is the "Growers' Watchdog"
Angers the mere "Gambler Dealer"
Takes pride in profiting by mistakes
Insures the growers' future business
Vital in times of depression
Everlastingly "Dares To Do"
Making enormous headway
Asks no favors of anyone
Realizes both producer and consumer must be considered
Knows the manufacturer is the growers' only customer
Entirely fair to everybody
Trods on the toes of no one who is constructive
Invides any fair criticism
Need not fear selfish "Knockers"
Growers' "Gibraltar"

Paul A. Draper, President,
 Draper & Company.

known. Naturally the purposes of those antagonistic to the growers marketing agency will be served best by exaggeration of this point.

If you want to have the truth about the affairs of the National Wool Marketing Corporation which is wholly owned by growers, get it from the officers of the association nearest you that is a part of that corporation. Don't let yourself be guided by adverse statements of those who are anxious to see the wool growers fail in this movement. It cannot fail; wool growers cannot afford to ever again be without this marketing agency.

Freight Reductions on Wool to Ohio and Indiana Mills

A LOWER scale of freight rates used in mills located between Chicago and Boston was ordered by the recent decision of the Interstate Commerce Commission rendered in proceeding I. C. C. No. 18194.

This reduction is in addition to some minor reductions reported in the National Wool Grower in connection with the case involving the proper calculations of the mileage from western points to Boston.

The case was brought before the commission on December 16, 1929, by the Boston Wool Trade Association. It was based on the failure of the railroads to put in lower wool rates to mills located at Cleveland and Piqua, Ohio; Newport, Indiana; Louisville, Kentucky, and other points in the eastern central states. In rendering its decision in the general wool freight case brought by the National Wool Growers Association, and decided in 1923, the Interstate Commerce Commission provided a lower scale of rates based on distance, to apply to Boston. At that time, the commission said it would be expected that the railroads would put in a similar level of rates to apply on wool used at points intermediate between Chicago and Boston. However, the railroads had failed to do this, and in deciding against them, the commission said that because of

such failure, the railroads could be required to make refunds of excessive charges collected on wools shipped under the higher rates. Practically no shipments are sent direct to the points affected by this decision from the western range states. These mills draw a large part of their supply of domestic wools from dealers located at Chicago and St. Louis. It is, therefore, improbable that many growers will receive the benefit of the refunds ordered.

In general, the reductions vary from 25 to 40 cents per hundred-weight on wools originating at different western points and billed to Cleveland, Ohio. Similar rates and reductions apply on wools going to other mills in Ohio, Pennsylvania, Michigan, and Indiana.

The present rate from Cheyenne to Boston on sack wool is \$1.90. The rate to Cleveland, Ohio, had been continued at \$1.87, and is now reduced to \$1.48. The rate from Salt Lake to Cleveland is reduced from \$2.27 to \$1.92. From Boise to Cleveland, the rate is reduced from \$2.52 to \$2.12, with similar reductions from other western points to Cleveland and other mill centers affected by the decision.

The decision has no effect upon the Boston rates.

Wool Freight Rates on Ocean Reduced

A NNOUNCEMENT of a wool rate of 90 cents per hundred instead of the old rate of \$1.00 has been made by the American Hawaiian Steamship Company. This rate applies from Pacific Coast ports, by steamer, to Boston.

The lowered rate will add to the territory from which it is profitable to ship wool to the west coast to go from there to Boston by steamer. Arrangements for having wool transferred from cars to ships have been greatly simplified and growers and association shippers can secure the advantage of the lower water rates without delay or difficulty.

It does not look as though there would be special need for early de-

livery of new wools at Boston, in view of the amount of last year's clip still on hand there. This year seems certain to bring another increase in the volume of wool going to Boston by steamship through the Panama Canal.

Corporation Statement Interests Good Trade

THE statement of the National Wool Marketing Corporation appearing in the Daily News Record, goods trade paper, of April 6, has attracted much favorable comment. The statement was:

"The present prices of piece goods for the fall of 1931 reflect the low cost of wool. In our opinion these low prices of wool, with resultant prices of piece goods, will make for increased consumption of both commodities. Certainly wool prices in the United States will, in our judgment, show no decrease for a considerable period of time."

Commenting editorially on this statement, the Daily News Record of April 8, said:

"The conservatively strong statement of the National Wool Marketing Corporation has proved very interesting to sellers. Incidentally the same sentiment had been uttered by a number of buyers lately. When opinions have been expressed that buyers would pay more money for merchandise before October 1, the response of these buyers has been, 'At least we do not believe merchandise will go lower.'"

"What the future has in store in connection with prices depends entirely on how business develops. It is at least worth while that the most conservative now are willing to go on record that wool prices will go no lower for a considerable period of time.

"This is the first statement that the National Wool Marketing Corporation has made * * * to contribute to the stabilization of the situation. It should disabuse the minds of those buyers who have felt that way, of the fear that there was likely to be a reaction during the next six weeks.

The Boston Wool Market

By HENRY A. KIDDER

FURTHER progress has been made in disposing of the surplus remaining unsold from the 1930 domestic wool clip. In fact, the demand has been of such a character as to reach back into 1929 and bring out of hiding some of the medium wools shorn that year. Anyone can figure for himself the probable loss suffered in carrying wool two years on a declining market.

The inevitable result of the recent movement of wool in domestic markets, coupled with increasing firmness in all foreign markets, is beginning to show to some extent, though only the barest start has been made to date in the direction of higher prices in the Boston market.

According to recognized authorities in the trade, the best that can be said as March ends is that prices have at last been stabilized on present market levels, that there is less disposition or necessity for making concessions and that current quotations have come to be something more than asking prices. When sellers are pinned down to exact statements as to what they are doing there does not seem to have been any advance as yet worth talking about, at least for Territory wools. Perhaps something may be attributed to the fact that fine wools are becoming exhausted, with a corresponding lowering of quality in the selection offered.

Heavy sales of fine wool, both fleece and Territory, since the first of the year have materially reduced offerings. In the dealers' houses, stocks are running small; in some cases sellers are down to bare boards

on some of the more popular grades. As the National Wool Marketing Corporation has also been selling freely, it is likely that somewhat similar conditions exist on that side of the fence, though the understanding is that there is much cooperative wool still unsold. Outside estimates reach as high as 40,000,000 pounds, perhaps more. Official confirmation of this or any other figure is lacking to date, though 30,000,000 pounds is suggested as being nearer correct.

From any standpoint, the market outlook is much more encouraging than it has been for a long time. Not that anyone expects a sudden or startling advance in prices at this time; but every indication favors the belief that the downward swing of wool values has at last been checked, and that the next definite trend in the wool market ought to be in an upward direction. Experienced wool men are saying that no particular rally in prices is to be expected before midsummer, if then.

The somewhat better outlook now that the first quarter of 1931 is at an end is welcomed with a great deal of satisfaction. In this connection it is to be said that conditions in foreign primary and distributing markets have been extremely helpful. The recent tendency, especially in Australia, has been to discourage buying for dealer account in this country. It is evident that the bulk of the buying for American account was this season done in December or earlier. According to Dawson's Outlook, the shipments from all Australian ports to the United States and Canada, for the first half of the wool year from July 1 to December 31, 1930, were 34,450 bales, compared with 17,813 bales for the same period a year earlier.

In view of the advancing markets "down under" it seems altogether likely that purchases for American account since the Christmas holidays must have been proportionately smaller than before Christmas. It is also understood that the bulk of the purchases have been for mill account, as the recent chances for profit for dealers have at no time been brilliant. Some are saying that mill action was prompted to some extent by a desire to have some sort of an insurance against advancing prices in domestic wool marketing. In past years there was always a demand for the better grades of Australian wool from specialty manufacturers, but that aspect has been slowly disappearing under the combination of a high tariff and unprofitable mill operation.

The belated Easter trade has this year brought an unusual demand for wool in February and March. What is to happen when this unusual demand has been met is the question of moment in wool circles today. Considerations like this tend to temper the optimistic feeling which has been brought to life as a result of the recent activity. Yet they do not alter the fact that eventually the predicted upward swing of wool values must materialize.

The forecaster who predicts that the return of wool values to normalcy is to be a matter of slow growth reinforces his opinion by a careful survey of both wool and goods market possibilities. It is true that stocks of both wool and goods in the hands of manufacturers and distributors are unusually small. This situation may have been remedied to some extent in the recent trading, but it is still far from normal.

There is also something to be said in regard to the probable size of the new domestic clip. The trade has been waiting for the publication of the preliminary estimate of the 1931

clip. Last year this was issued in February by the Department of Agriculture, but for 1931 is not yet available at this writing. Is it possible that the revised figures of the 1930 clip, given out quite recently, showed that the preliminary estimate published a year ago was so grossly inaccurate as to suggest caution in making up the 1931 figures?

The new season is slowly getting underway. The early Arizona wools have been taken care of, some of them sold to dealers by direct sale and others consigned to both co-operatives and independents. In a few cases, growers elected to sell or consign to dealers this year, even to the extent of paying the prescribed penalty of a cent a pound, rather than carry out the terms of their contract with the National Wool Marketing Corporation.

Shearing is also going on quite freely in California, where dealers have been paying 12 to 16 cents for Southern and Middle Counties wools. It is reported that in a single week dealers secured over 500,000 pounds of wool in that section at a grease figure that would mean about 53 to 55 cents clean at the mill.

The usual early shearing has been going on in southwestern Idaho, where dealers have been getting considerable wool at 14 to 17 cents. Philadelphia and Chicago buyers have been particularly active in that state. Several carloads have already been shipped to the National Wool Marketing Corporation. In Utah, some shearing has been done in the southern sections, and shearing will soon be quite general in Nevada. In Texas, some shearing has been done, and dealers are already buying there, paying about 20 cents for good twelve-months' clip.

Boston dealers got a good bite out of the Texas spring mohair clip where a year ago they got practically nothing. Whether the dissatisfaction over the corporation's lower advances on mohair is likely to affect the marketing of the Texas wool clip is to be determined later.

Recent operations in this market have continued along familiar lines as recently noted, with this exception: Buyers have recently given more attention to medium grades than hitherto, and considerable wool of that type, both fleeces and Territories, three-eighths-bloods and quarter-bloods have been moved. This is the most encouraging feature to be noted at this month-end. As Territory medium grades have lagged far behind fine wools in the matter of clearances, this most recent development is particularly encouraging. All kinds of medium wools have shared in this market development. One interesting sale is noted of a good-sized lot of three-eighths-blood Territory wool from the 1929 clip at 50 cents clean. Current sales from the 1930 clip have continued to be made on the clean basis of 50 to 52 cents for three-eighths-blood and 45 to 47 cents for quarter-blood. These prices are for standard wools. Average lots might possibly be bought for less, perhaps down to 45 to 47 cents for three-eighths-blood and 42 cents for quarter-blood. Manufacturers seem to have at last awakened to the relative cheapness and usefulness of these wools. The growing scarcity of fine wools in dealers' hands may also have been a determining factor.

Fine wools have been moving steadily into consumption in all of the recent weeks. While the bulk of the demand on this side of the shop has been for wools of the French combing type, other fine wools have also had a place in the limelight. Both topmakers and manufacturers have been quite active, though neither seem to look favorably upon any proposition to advance prices at this time. As far as French combing wools are concerned, the market appears to have been fairly well stabilized on about the basis of 60 to 62 cents, occasionally 63 cents, for graded wools and about 60 cents in the original bags. Average and inferior lots are selling for less money, probably around 55

to 58 cents, occasionally less for particularly undesirable lots.

There is not much demand for strictly fine and fine medium staple wools. Stocks are much reduced, especially in the hands of dealers. Current quotations are about 63 to 65 cents, though some are talking a little more money, without being able to report actual sales. Occasional sales of twelve-months' wools are noted on about the clean basis of 62 to 64 cents, but short Texas wools remain quiet. The latter are nominally quoted at 54 to 55 cents clean for fall and 58 cents for eight-months'. Best Northern California wools are quotable at about 50 to 52 cents clean, with Middle Counties and Southern at 48 to 50 cents. Renewed interest has recently been shown in California scoureds, and good-sized sales are noted of scoured wools at around 45 cents in bags and carbonized lots, also in bags, at 48 cents. Baled scoured California wools are quiet but steady at 45 to 48 cents.

Fine fleeces are getting scarce, especially for delaines. Best Ohio delaines are nominally quoted at 28 to 29 cents, though no sales of standard grade are reported. Small sales of fine clothing wool are also noted at 24 to 25 cents, and occasional sales of half-blood combing are reported at 27 to 28 cents. Most of the recent trading has been in the medium grades, three-eighths-blood combing selling with considerable freedom at 23 cents and quarter-blood combing at 21 to 22 cents. There is also some demand for low quarter-bloods at 19 to 20 cents, though offerings are restricted. The demand for medium wools has been so keen that holders have been able to get rid of large blocks of Iowa, Minnesota, Wisconsin and similar quarter-blood fleeces at 38 to 40 cents clean. Semi-bright quarter-blood and three-eighths-blood mixed have sold at 38 cents clean.

Further improvement has been noted in the demand for strictly woolen wools. This has been especial-

ly notable in B super pulled wools, and these have actually been advanced in price—in fact, have led the market in that direction. Owing to the long prevailing dullness in the woolen trade, material for woolen goods has been more depressed than worsted wools. This section of the market is doing better, especially in overcoatings and women's wear goods. Fine pulled wools are also firmer and tending up.

The consensus of opinion is that

the whole situation is distinctly better than it was a month ago, though it is a slow and difficult job to get buyers to pay more for their purchases. Australian markets are over for the season, except Brisbane and Sydney, and the latter closes definitely on May 5. All primary markets are firm, and the same is also true of the London wool sales, where prices are closing firm, with clearances much better than at the January series.

January 31	14.6 cents
February 7	17.6 cents
February 14	18.2 cents
February 21	19.2 cents
February 28	20.2 cents
March 7	21.6 cents

Naturally there is much discussion as to the reason for this big forward movement on the part of Japan. Some assert war clouds are looming, and that her activities are due to the need for clothing for military purposes, Russia being the country indicated. This has in turn been denied by Japanese firms domiciled here, but so far as that is concerned they may not be in a position to know, as their instructions will quite probably only extend to purchasing, without any reason being given for such. Others again claim that the attention being paid in the United States Senate to the possibilities of extending loans to China has something to do with it. An improvement in the value of silver is also looked upon in many quarters as providing the main cause, and undoubtedly higher prices for silk have been a factor.

Probably all the foregoing have an effect, but generally the financial position in Japan has improved, and with no heavy supplies of wool on hand she is in a better position to stock up at an all-round value lower than she previously had a chance of doing, at least since she became the important manufacturing nation she now is. Apart from wool she has been, and is still, operating largely in Australian wheat, and it is stated that it is difficult to obtain space on steamers to Japan, except well forward.

Japan is also buying wool freely in New Zealand and as a result of her competition, and that of other countries, values there have likewise risen sharply. The advance on January rates is probably 25 to 30 per cent, and the only reason it is not as great there as in Australia is that the exchange rate against New Zealand is materially lower than

Sheep Affairs in Australia and New Zealand

By A. C. MILLS

Melbourne, Vic., March 16, 1931

NATURALLY everybody is relieved by the rise in wool values. The firming tendency noticed in the Australian markets early in February was fully maintained throughout that month and has been more than substantiated to date in March. Practically every individual series of auctions has witnessed a small advance on the rates obtaining at the previous sales, so that in the aggregate the rise has been quite appreciable.

The National Council of Wool-selling Brokers' official figures show that the greasy average during February was 18.08 cents a pound, compared with 15.46 cents in January. The March average is not yet available but it is safe to assume that it will not be far short of 22 cents, and may be more, provided, of course, that current values hold. If it is 22 cents the appreciation in two months will be over 40 per cent, which, considering the universal depression is remarkable, to say the least. The pity of it is that only about one fourth of the clip can share in the rise, 75 per cent having been cleared before the market started to improve.

The factors influencing the rise appear to have been threefold. The first was probably a realization by manufacturers that the supply of cheap raw material on this side was steadily diminishing and that a further delay in buying might leave them short. That had the effect of increasing competition in the sales rooms very materially. The second was the advantage offered by the high exchange which enabled buyers to bid well up to limits without hesitation. Also the probability of the exchange dropping in the near future made buyers the more anxious to get in.

Strange enough the third, and doubtlessly the most important factor, has been the buying of a foreign nation. I refer to Japan. Operators representing the government and manufacturers of that country have largely dominated the markets, indeed it is years, if ever before, since we have seen such a domination by one country. The exact quantity bought by her is difficult to arrive at, but it is understood that she has purchased as much as 60 per cent of some recent Sydney and Melbourne catalogues. The effect of such a demand at sales when other buyers were by no means indifferent can be imagined. Prices jumped. How much can best be indicated by the following tabulation showing the weekly averages realized in Sydney against the Commonwealth.

The improvement in the wool market has at present only been reflected in sheep and lamb values to a minor degree. For that the ruinously low prices ruling overseas for frozen meat generally must be blamed. Australian lamb is selling wholesale in Smithfield (London) at from 9½ to 10 cents a pound and mutton at from 4¾ to 5¼ cents per pound, levels that have not been touched since 1911, when costs of production and processing were ever so much lower.

With overseas prospects so bad packers in Australia are not buying sheep or lambs freely, though they are still affording quite material support to the fat stock markets in the eastern states. This week they were paying up to 5 cents a pound, bare meat basis, for good wethers and to 8½ cents a pound (dressed) for prime light lambs in the Sydney and Melbourne yards, which is equal to about \$2.64 a head for the sheep and \$3 for the lambs. In Queensland, where practically the whole of the offerings are Merinos, the rate is lower. There packers are not paying much, if anything, over 3 cents a pound for the very limited supplies drawn from the market.

It may be mentioned in passing that the bulk of the grazing country in Queensland is in need of rain, and being somewhat heavily stocked, store sheep are often difficult to dispose of. A line of 10,000 wethers was recently sold by a man in the dry area at 48 cents a head and I know of several lots of well bred wethers, three to four years old and carrying six months wool, having been sold at 72 to 84 cents a head. Prices like those must be enough to break any man's heart. They are, of course, only due to the facts that the country is abnormally dry and that a few graziers are strong enough financially to spend money on fodder or agistment country. There is some of the latter available in certain favored districts that have received rain but holders are asking from \$30 to \$45 per 1000 sheep per month for

its use and the offer is not being rushed.

The rush of the killing season is passed at the majority of New Zealand meat packing plants. The number of stock put through to date is well ahead of last year, but it is expected that slaughterings from now on will be lighter in comparison and that the aggregate output will be smaller. The drop in meat values overseas has made it necessary for exporters to reduce their buying limits and early in March they were offering 5 cents a pound, overall, for best light weight wethers, down to 3 cents for extra heavy grades. For light lambs they were paying 9½ cents a pound, 8 cents for weights over 42 pounds and 7½ cents for second grade lambs. On the foregoing basis the per head value of wethers was about \$2.40, for the best 36 pound lambs \$3.60, and a little less for heavy weights and seconds. Young store condition ewes are at present fetching around \$3 a head in New Zealand and good wethers \$1.92.

The Corriedale Association Meeting

CONSIDERATION of the plan to establish a standard of type for Corriedale breeders to work toward was the chief concern of the annual meeting of the American Corriedale Association (Denver, Colorado, January 19).

Opinions brought out in the discussion suggested around 125 pounds as the proper weight for ewes of this breed and a three-eighths combing wool as the goal in wool production. Different ideas were expressed about breeding for crimp, both for and against. The conclusion finally reached by those present was that the type of sheep described in the constitution of the association should be that sought after by all breeders of Corriedales. This description is to be included in a pamphlet under preparation by Secretary F. S. King

of the Corriedale Association for use in advertising Corriedale sheep.

President J. H. King of Laramie, Wyoming, presided at the meeting. He asked Mr. W. A. Denecke, superintendent of the U. S. Sheep Experiment Station at Dubois, Idaho, to report on the results of the experiments conducted at the station with Corriedale sheep. This work, Mr. Denecke stated, had proven the Corriedale lambs to have high dressing percentages, uniform finish and to be of good quality. Prof. E. J. Maynard of the Colorado Agricultural College also reported very favorably of the Corriedale lambs as feeders, commenting particularly on their compactness and the remarkable way they dressed out.

Dean J. A. Hill of the University of Wyoming and Messrs. H. T. Blood of Denver, F. S. Hultz of the University of Wyoming, Malcolm Moncreiffe of Wyoming, G. P. Haggerman of Roswell, New Mexico, E. R. King of Monte Vista, Colo.; H. W. Brettell of the University of Wyoming; H. Reed of the Agricultural College of Kansas, and A. E. Darlow of the A. & M. College of Oklahoma, also made informal statements concerning the Corriedale.

At the business meeting which followed the general gathering, the Secretary reported the recording of 1,033 sheep, as against 893 in 1929, 1,184 in 1928, and 1,117 in 1927. Three hundred sheep were transferred upon the association books compared with 209 in 1929, 251 in 1928, and 66 in 1927.

The officers of the American Corriedale Association, all reelected, are: J. H. King, Laramie, Wyoming, president; Prof. F. S. Hultz, University of Wyoming, vice president; F. S. King, Cheyenne, Wyoming, secretary-treasurer; J. D. Harper, Dixon, California, E. H. Thomas, Berkeley California; M. Moncreiffe, Big Horn, Wyoming, and H. T. Blood, Denver, Colorado, directors.

Lamb Feeders Confer With Packers on Market Conditions

A COMMITTEE of the Colorado-Nebraska Lamb Feeders Association arrived in the office of the National Live Stock and Meat Board on the morning of March 26. This committee was composed of Mr. Harry W. Farr of Greeley, Colo., chairman; Mr. E. J. Wagner of Lamar, Colo., and Mr. E. F. Munroe of Ft. Collins, Colo.

The chief object of this committee's visit to Chicago was to confer with the four large packers relative to lamb feeding and marketing problems. Upon the request of the committee arrangements had been made accordingly by the board for a meeting with the presidents and head lamb buyers of Armour & Co., Cudahy Packing Co., Swift & Co., and Wilson & Co., to be held Friday noon at the Saddle and Sirloin Club at the Union Stock Yards.

The committee spent Thursday morning in the office of the National Live Stock and Meat Board, going over the current activities of the National Lamb Campaign and discussing various possibilities for future undertakings.

At 12:45 P. M., Mr. Farr spoke over the radio from WMAQ, which is one of the strongest and most popular stations of the central west. Arrangements for this talk were made by the board with "Farmer Rusk," who conducts a regular daily feature on the station. The talk was presented in the form of an interview in which "Farmer Rusk" was the interviewer.

The meeting on Friday convened at 12:30 P. M. with each of the four large packers well represented. Those present at the session in addition to the feeder committee were:

For Armour & Co.: Mr. T. George Lee, president; Mr. F. A. Benson, Mr. H. A. Phillips, Mr. J. F. Morley, and Mr. E. N. Wentworth.

For Cudahy Packing Co.: Mr. E. A. Cudahy Jr., president; Mr. G. R.

Price, and Mr. R. G. Clark of Omaha.

For Swift & Co.: Mr. Alden B. Swift, vice president; Mr. R. S. Matheson, and Mr. F. M. Simpson.

For Wilson & Co.: Mr. Thomas E. Wilson, president; Mr. Edward F. Wilson, vice president; and Mr. George E. Meyers.

For The Institute of American Meat Packers: Mr. W. W. Woods, president.

For the National Live Stock and Meat Board: Mr. R. C. Pollock and Mr. R. B. Davis.

Mr. Thomas E. Wilson, vice chairman of the National Live Stock and Meat Board, presided as chairman of the meeting.

In the discussion of lamb feeding and marketing problems all of the packers made it clear that they were ready and anxious to cooperate with the feeders in every way possible.

The matter of late buying was thoroughly discussed. The committee of feeders criticized the packers very severely for not coming out to buy their lambs until eleven, twelve, and one o'clock. They explained to the packers that these lambs had been shipped 1,000 miles to Chicago; that the feeders had paid considerable money for a rest and fill at the feed yards and were losing this fill by not having their lambs weighed up until after twelve or one o'clock each day, which has been the custom during the last few weeks.

The matter of the commission men giving preference to eastern shippers after the market had been established was very thoroughly discussed.

The committee also advised the packers that the level of prices established during the week of March 23 was showing a loss to all feeders for sales on this basis, and that if the prices do not advance 50 cents to \$1.00, the feeding would be large-

ly curtailed again next year, because a loss of 50 cents to \$1.00 this year on top of last year's loss would practically put the feeding industry on the rocks. The packers seemed unanimous in wanting the feeding business continued in Colorado and Nebraska, as they have looked to this section for many years for their main supply of lambs during February, March and April. The packers said feeders' costs were too high and that the lambs should be fed more cheaply. The committee admitted that lambs could not be fed in Colorado and Nebraska to compete with those fed by the small farmer in the corn belt, and if the packers could not pay cost prices, the industry would have to be abandoned as lambs could not be fed at a loss continuously.

The packers criticized the feeders for shipping lambs during the previous week that were not finished and were showing very poor dressing, namely 44 and 45 per cent. The committee advised the packers that the feeders could not afford to finish these lambs at present prices as long as the packers continued to buy in pool lots, and would not pay a premium for prime finished lambs.

The committee also took this occasion to secure the ideas of the packers as to the value of the present National Lamb Campaign and the advisability of continuing or expanding the work.

It was the unanimous opinion of those present that the educational work being conducted by the Colorado-Nebraska Lamb Feeders Association and the National Wool Growers Association is of inestimable value; that the benefits from it will become more and more evident as time goes on; and that the effort should be continued by all means and enlarged upon if possible. The packers assured the committee of their whole-hearted support in this project.

Valuation on Sheep and Range Lands

THE statement presented below was prepared by Ernest F. Johnson of Wallowa, Oregon, and submitted to the State Tax Commission of that state for the purpose of showing that the assessed values on sheep and range lands were too high in proportion to the other items in the cost of production. As a result of Mr. Johnson's representation, reductions of \$1.00 per head on sheep valuations and 50 cents an acre on range lands in eastern Oregon were secured.

Cost, per head, of running sheep (1200) on the range, on the basis of assessed value on lands used. Allowing 6 per cent interest on land investments and 8 per cent on sheep. Ewes valued at \$8.00 per head.

Interest at 8% \$.64
Depreciation and Loss 1.00

4 acres of fall and spring range, assessed at \$3.00 per acre \$12.00
4 acres of summer range, assessed at \$2.00 per acre 8.00
1/8 acre of farm or ranch land, assessed at \$65.00 per acre 8.12

Or a land investment assessed at \$28.12

Or an interest charge on sheep, per head, of 6% on \$28.12 1.69

Adding \$5.00 for the assessed value of ewes, making \$33.12, the value assessed against investment for carrying sheep.

\$33.12 @ .0325 equals carrying tax charge, per head, of 1.08

Buck charge25

Lambing expenses50

Shearing expenses25

Freight on wool from corrals to Boston (all prices based on Boston, less freight) 9 lb. fleece27

Branding paint01

Dips01

Labor and supplies 1.50

Management and incidentals50

Cost \$7.70

Taxes of \$1.08 are 14% of the total carrying charge on sheep.

25% of costs chargeable to wool \$ 1.92

75% of costs chargeable to lambs 5.78

Wool cost, per pound \$.21 1/3
Lambs cost (on basis of 90% of 80 lb. lambs) per lb to produce \$.08

[Actual investment to carry a sheep is higher than the above figures show. I have taken only the assessed value making \$33.12.]

Summer range land costs, per acre

\$2.50 x 4 acres \$10.00

Fall and spring range, costs per

acre, \$5.00 x 4 acres 20.00

Hay land costs, per acre, \$100.00 x

1/8 acre 12.00

Ewes @ \$8.00 per head 8.00

Total \$50.00

Or an interest charge of \$3.16 instead of \$2.33.

Oregon Weather and Wool Sales

MARCH came in like a lamb and went out like a lion, bringing moisture to the parched ranges and fields of the central Oregon territory; piled higher the snow in the Blue Mountains, adding to what was thought an adequate moisture supply, and brought floods forcing the sheep off the lowlands in western Oregon. All in all, it was a fairly hopeful month among the wool growers.

The drought suffering areas of southern Wasco, Jefferson, Deschutes, Crook, Klamath and Lake counties were well soaked with moisture. In southern Wasco County, creeks which usually provide abundant water for lambing had gone dry and it was necessary to haul water in tanks in some instances to the lambing grounds. While the rain did not bring entire relief, it brought some promise that crops would be a little better than the situation indicated a few weeks before.

March saw many shearing outfits being set up and in many of the lower elevations in the range country, shearing was actually under way. This was true along the Snake River in Malheur County, in the Columbia Basin area and in western Oregon. The excellent condition of ewes throughout the mild winter promises a wool crop of excellent quality and of a heavy yield.

Wools are being received daily in increased volume at the warehouse of the Pacific Cooperative Wool Growers Association. Ten years have passed since that discouraged group of fifteen sheepmen, farm flock owners of the Willamette Valley, met in Albany to consider what could be done about selling their wool. Many growers had two clips, some of them three and buying offers in numerous instances ranged from 8 to 9 cents per pound. Their problem was to find a market for their wool then and to set up machinery which would provide a market for the future. From that small start when the association handled but a million and a half pounds of wool in 1920, it has grown until 1930 when it handled approximately ten million pounds of wool for its Pacific Coast members. Indications now are that this association will handle as much or more wool this year than it did last year.

The first sealed bid wool sale of the season was scheduled to be held at Lakeview, March 31. Lake County banks were reported to have accumulated a pool of 75,000 fleeces. No offers were received. The clips were released from the pool and a number of contracts to sell at shearing time were signed at from 15 to 18 cents.

In Grant County both cattle and sheep operators are reported jubilant over the excellent early grass. The best early grass in years, they say.

Reestablishment of pasture grasses on many acres of land in the Columbia Basin wheat growing counties appears possible, reports County Agent C. W. Smith at Heppner. Seventeen farmers, he says, have already re-seeded marginal wheat land to create wheat grass, a hardy type which makes excellent range pasture. About 1000 acres of this grass will be seeded in Morrow County this fall, according to Smith. Wool growers throughout the state are showing marked interest in grass improvement trials established by many Oregon county agents.

W. L. Teutsch.

The Lamb Markets in March

Pasture Charges Reduced at Illinois Feed Stations

A CHARGE of three cents per head per day for pasturing lambs for the first three days was announced by the railroad feeding stations in the vicinity of Chicago. This will apply during this season at all stations where lambs are fed before going into the Chicago stock yards. After the first three days the charge will be two cents per head daily.

In 1929 and previously this charge was four cents per head. Last season the managers of the stations located in Illinois put in the rate of three cents which is being continued this year.

The charges at Valley and Fremont, Nebraska, are still four cents, which has been the rate during the past six years.

Chicago

DISAPPOINTMENT, tinged with surprise, marked the course of the late winter lamb market. Supply was not excessive, the dressed market was equal to a creditable performance and wool trade picked up, but the live lamb market held tenaciously in a rut.

Killers picked weak spots with unerring precision, the "rubber stamp" method of evaluating the crop was persistently resorted to and much of the time prices were effectively "pegged." An occasional short supply or a few urgent eastern orders executed by independents caused a mild flurry, otherwise it was a monotonous deal from start to finish during March. Much of the time killers announced their intentions early in the session, standing pat un-

til noon or later when they either dictated terms or were under the necessity of "coming across." The obvious intention was to limit the top price to \$9; also to purchase the bulk below that figure, a program occasionally interrupted by the arrival of urgent outside orders, whereupon holders of such commissions were allowed to exercise a voice.

Discontent with this trading condition is faintly audible at the market; distinctly audible in feeding circles. "What this market misses is Bob Matheson," said a trader, recalling the classic, "Bob left town and the lamb market broke." The aforesaid "Bob" is not now doing the actual buying for his company, creating a new set of conditions. His absence is generally conceded to be adverse to the best interests of the trade. A market that does not get into action much of the time until well along toward noon, even later frequently, is not a free wheeling market.

But for outside orders it is doubtful if the \$9 quotation on lambs would have been passed at Chicago during March as the apparent intention was to peg it in that position. Outside orders elevated the top to \$9.65 at one stage, but the vantage point could not be held. The so-called "packer" top was held well below \$9 much of the time and taking the month as a whole a large share of the supply sold around \$8.75.

The story of the month's monotony is easily told. During the first week the top reached \$9.25, but was speedily set back to \$9, a spread of \$8.50@8.75 taking the bulk. The

second week the top was pushed up to \$9.35, the bulk selling at \$8.50 to \$9. The top went, momentarily, to \$9.65 during the third week, \$9.25 being out on the limb a few hours later, and during the last week, \$9 was hard to beat, although a scratch top was made at \$9.25, a spread of \$8.75@8.85 purchasing the bulk. Rarely was supply in excess of the day's requirements and at no time was congestion reported in the dressed market. The month's supply at the principal markets fell below expectancy and should have put a prop under the price list. During the first week ten markets in the Bureau of Agricultural Economics enumeration received 295,700 compared with 309,910 during the corresponding period of 1930; the second week delivered 288,500, against 315,334 last year; the third week 274,100, against 311,520, and the final week 281,200, against 343,084 in 1930.

Meanwhile the dressed market, at least in the face of the returns, staged a creditable performance, advancing \$1 per hundredweight, wholesale basis. At Chicago choice lamb carcasses weighing 38 pounds down were marked up to \$19.50@21; good \$18.50@20; medium \$17@18.50 and common, \$15@17. Choice carcasses weighing 39 to 45 pounds sold at \$18.50@19; good \$17.50@18; medium \$16@17 and common \$15@16. Heavier carcasses, 46 to 55 pounds, closed the month on a \$16.50@17.50 basis, if choice; \$16@17 if grading good. These quotations were \$1 to \$1.50 per hundred weight higher than at the close of the first week of March, with few exceptions and should have been reflected in the livestock market unless the product sold at a loss early in the month. Mutton carcasses advanced as much, or more than lamb.

The last week of March developed a buoyant dressed meat trade while salesmen in the live market had difficulty in holding prices better than steady. At Chicago wholesale carcass prices were marked up 50 cents to \$1 per hundredweight, prime California springers making their season's debut at \$30 per hundredweight; prime handyweights of the winter crop sold at \$21@23 and strongweights moved up from \$16 to \$17. At New York the dressed market advanced \$1 per hundredweight. The first California springers, grading medium to good and averaging 30 pounds, realized \$24 to \$29. Texas springers sold on a parity with Californias. At the advance a good clearance was made. By way of contrast the live lamb market was weak except in the case of common grades which advanced 25 cents. During the entire month killers manifested a determination to keep down cost of raw material.

At the high point during the third week of March, prices reached the loftiest level since last September. Shippers paid \$9 to \$9.50 at Chicago for their bulk and the top reached \$9.65, but \$10 prediction was discredited by what happened immediately thereafter. Shipping demand subsided and on the last round the bloom was effaced.

All through the month spreads were narrow, the higher-cost lambs being the best property on a dressed basis. To have established a relatively equitable basis, however, would have been to put up the top, which would inevitably have pulled the whole market up. Killers have learned this by experience so that the unexpressed slogan was, "Keep tops down at any price." During the first week packers paid \$8.50@8.75 for the bulk of their 96 to 100 pound lambs, clipped stock earning \$7.75@8.25 and a few choice 92-pound yearlings in the fleece making \$8.

Shipper demand was highly selective at all times. During the second week that trade paid \$9.50

for 80 to 85 pound stock, packers breaking their \$9 top rule by going to \$9.15, but getting most of their lambs at \$8.50@9. Colorados averaging close to 100 pounds sold at \$8.65, 98 pound stock reached \$8.75 and a few medium fleshed lambs went at \$7.75@8.25.

Whatever favorable developments occurred during the third week were due to sporadic shipper activity. From a reasonably stable condition the market became chaotic, the only event being a \$9.65 top, which was speedily revised to \$9.25, a large number of 96 to 98 pound lambs cashing at \$8.75. During the final week the iron fist of control was always in evidence, the live market ignoring improved dressed trade conditions. Strings of 96 to 104 pound Colorados cashed at \$8.75@8.85, shippers paying up to \$9.10 for light weights. The gap between woolled and shorn lambs closed, bulk of the latter selling at \$8@8.35.

Country trade in shearing lambs disappeared, owing to lateness of the season, lack of incentive to take wool off and killer demand for stock of shearing weight at prices higher than finishers were disposed to pay. Wool taken off at feed lots adjacent to Chicago, although limited in quantity, failed to elicit bids.

Among the month's features were:

A narrow price spread, light lambs lacking finish selling close to finished heavies while top lambs did not get the premium to which they were logically entitled.

Appearance of California, Arizona and Texas new crop lambs formally opened the season.

First California lambs of the season reached Chicago direct to packers on March 20.

Texas contributed a run of yearlings that sold at \$6@6.50 in Fort Worth and went into dressed trade in the guise of lambs.

Colorado and Nebraska marketed conservatively, thereby contributing to the even tenor of prices.

Scarcity of shorn lambs and a narrow spread between these and woolskins.

Improvement in wool justified higher credits on pelts. Pelts were intrinsically worth 1½ cents per pound on the live weight of the lamb.

Shearling skins were worth practically nothing, a novel condition, if not unprecedented.

Texas wethers, carrying a percentage of "breakers" sold at 4@4½ cents in Fort Worth.

Dressed mutton advanced 1@1½ cents a pound, but fat ewe values held in the same notch, \$4.50@5, Chicago basis.

Few pregnant ewes reported at the market, indicating that farm flock owners are disposed to raise a crop of lambs. On the other hand the country was not in the market for pregnant stock.

A few native springers sold at \$12 in Chicago and Omaha. The first consignment of Arizonas at Kansas City made \$11.10. Texas springers realized \$8.50@9.50.

Few winter fed lambs weighed less than 90 pounds, a large percentage of the March supply running from 90 to 98 pounds. Scarcity of good light lambs gave medium grade stock an advantage. Killers were able to move light carcasses regardless of finish.

The gratifying phase of March lamb trade was the facility with which product moved into distributive channels regardless of weight or condition. At intervals supply was not equal to actual demand, and but for coordinated effort in buying circles, a \$10 top would have been possible. Had the crop been 50,000 heavier during the month, it is probable that weight would have been more severely penalized; as it happened, even 100 pound lambs got by as the big killers were forced either to take weight or run the risk of boosting the whole price list by get-

ting into competition with their smaller competitors on light stock. The aggravating phase was persistent haggling in the live market, several hours being frequently consumed in reaching a price determination basis, whereupon the entire day's offering would be cleaned up in a few minutes. A generous run of Denver "directs" at Chicago, delivered early so that killing gangs could begin work on time facilitated this debate. On sessions when eastern competition was lacking, the great bulk of Chicago lambs sold at a flat price. This occurred on March 25 when the figure was \$8.75, only an occasional load of extreme weights dropping below. A one-price market means either uniformity of offerings or a measure of control; in this instance both factors were operative.

J. E. Poole

Omaha

STRONG shipper demand for fat lambs at Omaha during March enabled salesmen to advance prices on an average of around 50 cents.

Compared to the record March run of a year ago the total supply of 270,000 head showed a decrease of approximately 66,000, but arrivals both here and on the seven main western markets as a whole were well above normal for this time of year. If figured in pounds of lamb, the total tonnage would not show such a cut from last March as receipts indicate, for average weights were considerably heavier during the 30 days just ended.

First California spring lambs were included in receipts the latter part of the month, arriving two weeks earlier than a year ago. But, as was the case then, they were billed direct to a packer. A load of Arizonas was included in the initial shipment this year. Eleven dollars was paid for the first Callies offered for sale here, on the opening day of the current month. They rated only fair to good in quality, however, and sold

straight. During the last few days of March a number of small lots of native spring lambs were received locally and sold on Easter account at prices ranging upwards to \$12.50.

Order buyers furnished keen competition on the fed lamb contingent at all times. On some days they absorbed as high as 50 per cent of the run and out of the month's total receipts, approximately one-third went east for slaughter.

Fluctuations in price from week to week were exceptionally narrow but the daily trading basis often varied widely despite the even flow of lambs to market. Packers remain determined to keep the market as near as possible to levels that have prevailed a good share of the season. This attitude goes far to explain why trade frequently dragged into the afternoon, only to close lower after a firm to higher opening.

A spread of \$8.00@8.75 took in the big bulk of supplies received during the period, while on the 17th and 18th tops reached \$9.10@9.25 to shippers, the latter price the month's high mark. Packers paid \$9.00 at the best time.

Warmer weather resulted in more lambs arriving out of the wool last month than was the case during the corresponding period a year ago. Packers were but mildly interested in them and took them at figures 75c@\$1.00 under prices paid for woolskins.

Local feed lot operators supplied the main outlet for the few shearing lambs that showed up. Lighter supplies, together with just fair demand for unfinished stock, resulted in the lightest March shipments of feeders to the country since 1928, approximately 16,000 head going out.

Buyers, as usual at this time of the year, showed a preference for weighty and near-fat offerings that can be returned to market on short notice if desirable. In sympathy with the advance in killer lambs, prices for shearing stock advanced 25 cents or more over the end of

February. Most sales ranged between \$8.00 and \$8.35.

Aged sheep scored a further moderate upturn during the month, the gain averaging around a quarter. Choice fat ewes brought \$5.00 readily, with bulk of the light supply selling from there down to \$4.50. As this is written packers are out for a sharp cut on all aged stuff on the strength of movement of Texas sheep and yearlings to southern markets. Demand for bred ewes have been very quiet with trade in them on a near nominal basis.

K. H. Kittoe

Denver

FAT lamb prices at the Denver market were around half a dollar higher at the close of March than at the opening, while ewes showed about the same advance. The tone of the trade showed improvement and some feeders are feeling better over the turn of the market in recent weeks.

Whereas best lambs were selling around \$8 to \$8.15 early in the month, the prices have been a little stronger during the last few weeks, with most of the good lambs selling around \$8.25 to \$8.65. The latter was the top price on the closing day of the month. Since April 1, top lambs sold at Denver at \$9.10 while numerous loads went into killers' hands at prices ranging from \$8.25 to \$8.75. At these prices, feeders are making a little money and the feeling among them is better than it was some weeks ago.

Feeder lambs that sold around \$7.25 to \$7.35 early in March were going around \$7.30 to \$7.40 at the close. Comparatively little is being done, however, in the feeder lamb market at this time of the year. Ewes that sold from \$3.75 to \$4.25 early in March were bringing \$4 to \$4.75 at the close of the month.

A few spring lambs have been coming, with native stock selling

around \$10.50 to \$11 for good grades, while the top was \$11.50 for the first consignment of good stock received here. A few California spring lambs have been received and sold at prices ranging up to \$10.50.

In recent weeks, numerous purchases have been made for shipments to New York City, Jersey City, Brooklyn and Philadelphia, as well

as to killing plants at Chicago, St. Louis, Sioux City, St. Paul, Fort Worth, Kansas City, St. Joseph and at various other centers.

Recent reports indicate that at the present time there are approximately 200,000 fewer lambs in feed lots of northern Colorado, the Arkansas Valley and the Scottsbluff district than there were at this time a year

ago. This means that the supply during the next few weeks will be lighter than last year. In addition, reports coming from California indicate poor feed conditions there and that very few of the California lambs will be fat this year. Feeders of this territory, therefore, have reason to anticipate only reasonable supplies in the next few weeks and fairly good prices for the stock they have to market.

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MARCH lamb prices closed 50 cents higher than the closing level of February. Twice during the month wool lambs sold up to \$9.10, the high point of the year, but each time the market broke as soon as the \$9 mark was reached. The low point of the month came on the 4th when none sold above \$8.10, but this low was recorded only one day. The bulk of the good lambs sold at \$8.50 to \$8.75, which was a good 25 to 50 cents higher average than in February and the highest since winter fed grades began to move in late November.

The extreme price movement was confined to a \$1 range but two thirds of the 30-day period they were at \$8.50 or above. On five days the top was \$9 and on two days \$9.10. Tops at \$8.65 and \$8.75 were prominent also. The market did not advance as much as many had expected. March is usually a period of rising prices, but this year conditions in many lines were extremely dull and the sheep market did well to produce a higher average than February. Many claim that general business conditions are improving, slowly to be sure, but nevertheless improving. The lamb market reflected about as much headway in that line as anything else, in fact ovine prices improved in the face of a decline in cattle and a fluctuat-

ing hog market. In relation to supplies on feed the market movement was large, but it probably would have been better for the later market if still more of the fed classes had been shipped last month.

On the basis of demand for fat lambs the dressed market has been fairly active. Offerings have been absorbed readily. A strong shipping demand from the Southwest was centered in Kansas City and this outlet cared for a supply that otherwise would probably have been a slight surplus.

Quality and condition of the offerings have been good, the excess of weight was the only drawback, but even the heavy weight classes were not discounted as they have been in former years. Shorn lambs were offered more freely after the middle of the month and they sold at a 50 to 75 cent range under similar classes of wool grades. This difference is not excessive when considered that most of the shorn lambs were in the heavier classes.

The first spring lambs arrived on the 18th. They were natives and brought \$12. In each of the next four market days the \$12 price was paid. On the 24th the first Arizonas arrived to top at \$11. In the next six days around 100 carloads of Arizonas were offered and the bulk of them sold at \$10.50 to \$11, with \$11.10 top. These consignments were the vanguard of the Arizona run, which according to advance estimates will not be so large as last year. Total arrivals from Arizona in March were 17,293, or 14,273 more than in the same month last year. In March, April and May of last year 104,511 were reported from that state. Considering the position of fed lambs the early spring lambs held a relative basis compared with a year ago.

April has started in a favorable position. The market advanced 25 to 40 cents on the first day to take fed lambs up to \$9.15, a new top for the year, and the \$12 price was

returned to spring lambs. Whether this is only a temporary rally or the beginning of a further general advance remains to develop. A large per cent of lambs are still to be marketed, and if California comes through with heavy shipments of springs in the first two weeks it will be hard to maintain an upward swing in the general market. However, at prevailing prices there is a good demand and the remaining supply of fed lambs should be cared for readily.

Fat sheep developed moderate strength. The bulk of the ewes sold during the month at \$3.50 to \$4.50 and the top reached \$5. Yearlings sold at \$6 to \$7.75. Most of the shorn grades brought \$6 to \$7. Shorn wethers brought \$4.50 to \$6.25. Texas is going to be a supply factor during April and May. It is estimated that that state will have between 400,000 and 500,000 grass sheep for the various markets this spring and summer, the greater part of which will move in April and

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May. These will be yearlings and wethers, mostly wethers. It has been several years since Texas had early grass fat sheep to market but this year conditions are much above normal.

March receipts were 212,770 compared with 215,108 a year ago. March receipts last year were the largest ever reported in the third month in any year and the month's run this year is the second largest on record. Receipts in the first three months this year were 555,192 compared with 526,024 in the same period last year. The three months' run this year established a new record for that period.

C. M. Pipkin

St. Joseph

SHEEP receipts for the month of March were 147,250 compared with 135,026 last month and 179,095 for March a year ago. Of the month's total 70,649 were from Colorado feed lots and there was also a fair showing from Idaho, Utah, Wyoming, Montana, Texas and New Mexico. Receipts also included about 3,000 spring lambs from California and Arizona, which arrived during the last ten days.

The lamb market was up and down throughout the month, the top ranging from \$8.10 to \$9.10 and closing with the best at \$8.65, compared with \$8.25 a month ago. The top on clips ranged from \$7.50@8.25, with the top at \$8.00 on the close. A few lots of native springers sold \$10.50@11.50 and Arizonas \$10.75@11.10. The few loads of Arizonas were of good quality and sold straight at the above prices. The Californias were only fair and sold at \$9.75 straight.

Feeding lambs sold during the month from \$7.50@8.00. Aged sheep were scarce and the market closes 25@50 cents higher. Choice western ewes were quoted up to \$5 on the close, with natives selling \$4.00@4.75. Wethers were quoted \$5.50@6.50 and yearlings \$7.00@7.75.

H. H. Madden

Poole's Lamb Gossip

INTEREST in sheep circles centers seasonally on the new crop prospect. Early arrivals of native and southwestern springers sold at \$10 @12, prices that will be revised as the season works along and the movement swells.

Thirty days hence it will be a new crop trade, although Colorado's wind-up will drag out into May. Texas has a jag of both new and old crop lambs to market, having carried many over from 1930 owing to a nonreceptive feeder market at that stage and timely rain. In other days whenever Texas physical conditions made a heavy spring run on fat wethers possible, that product had an unenviable price-breaking record, but a run of Texas lambs and yearlings does not create a serious merchandising proposition. Between southwestern and California new crop lambs, in conjunction with the tail end of the Colorado and Nebraska movement, there will be enough meat to satisfy trade requirements, and before long Tennessee will throw its hat into the ring, closely followed by Kentucky. Native lambs will be numerous a little later on as winter weather conditions have been ideal. Everywhere in the Mississippi Valley and east of Chicago native lambs look well and as the recent long drought has been effectively broken, grass and clover will be abundant. The corn belt, with adjacent farming areas, wintered a full complement of ewes and, as lambing conditions have been excellent, will raise as many lambs as last year, so that western growers must reckon with competition from that source equal in volume to that of 1930.

The winter market for fat lambs has been stabilized to some extent by scarcity east of Chicago, creating a somewhat intermittent but fairly reliable shipping demand at Chicago. A large percentage of Indiana's winter output of fed western lambs

went to Indianapolis enroute to the Atlantic seaboard, many of them sold to arrive at the market. The moment new crop native lambs in territory east of Chicago, including the Ohio Valley, are available for the meat rack, this demand will contract. When Tennessee, Kentucky and Missouri have cashed, northern bred stock will be in evidence at the market and during the next 60 days prices will be adjusted to new crop supply.

Consensus of opinion in market circles, if it is worth anything as an indication, is that 1931 values will show no marked change on a 1930 comparison basis. Supply is expected to be about the same; conditions will be determined by spring and summer physical conditions. In the farming areas there is a promise of succulent feed in abundance, in which event native lambs should move earlier and in better condition than last year. Penalization of buck lambs by killers is exerting a salutary influence and as the lesson is being learned a larger percentage of wethers, or trimmed lambs, is certain.

Dressed markets have been so healthy as to warrant expectation of broad spring and summer demand for product at current prices. Killers are evidently determined to hold live cost down to a basis at which product can be moved without encountering serious sales resistance, a policy they have shown ability to carry out recently. Improvement in wool will help live trade to the extent of increasing pelt credits, thus relieving the load meat has been carrying.

Results of winter feeding are not wholly unsatisfactory. Where initial cost of lambs was around \$5 per hundredweight, range basis, good money has been made, but the higher price delegation acquired on the rise last fall has not fared so well. Corn belt operators have had a profitable

(Continued to page 48)

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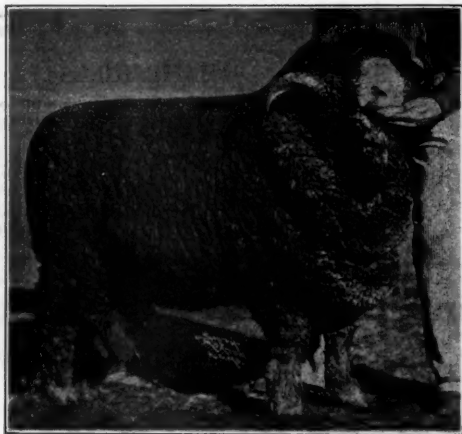
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Poole's Lamb Gossip

(Continued from page 45)

season and are already making inquiry for 5-cent lambs on the range.

The corn belt is putting in what will probably be the largest corn acreage in history. Much fall plowing was done and, as small grains are unprofitable, farmers will go to corn, especially in view of last year's short crop and low reserves. Nature is usually in benign mood after a period of austerity, creating a prospect of a three-billion-bushel corn crop next fall and a 50-cent market. This in turn will create a broad demand for thin lambs.

Cooperative contract feeding in the corn belt during the past winter has been uniformly satisfactory. Prices paid for gains netted handsome returns for hay, small grain and corn, making possible conversion of oats, barley and wheat into cashable commodities. Not only have farmer feeders profited, but western breeders who adopted that practice got better net returns than had they taken range prices for thin lambs last fall. A singular and somewhat surprising phase of the outcome has been the uniform finish of stock, although many lambs went into the hands of amateur feeders. An operator who placed 75,000 head in Indiana, Illinois and Iowa, said:

"Results this year have been alike satisfactory to original owners and feeders. The former realized more dollars for their thin lambs than had they taken offers on the range last fall and farm feeders have done so well that already we are getting voluminous inquiry for lambs of the new crop to go on feed next fall. Of course, if bids on the range are fairly satisfactory to breeders, they may be expected to take the short route to the money, but, in any event, some will stay by the contract plan and it is not improbable that many farmers will buy their thin lambs outright in

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the event of a big corn crop. Most of our lambs were put out in one or two double deck packages last fall, insuring adequate care. Dissatisfaction developed only in isolated cases. At least 85 per cent of results were wholly satisfactory, while not to exceed 5 per cent of those who took lambs to feed on contract actually fell down, so that scant litigation has resulted. Most of the trouble we encountered was due to burry corn-fields."

Assuming that the corn belt crop outcome is satisfactory, a large number of lambs will be required next fall. Stock cattle are high and the farmers' problem is conversion of roughage and coarse grains into cash which can be accomplished only by feeding up these products. At the new cost of thin lambs, financing purchases of one and two car lots is not difficult and as prices have been thoroughly deflated, the operation has been divested of the risk entailed for several years past. In 1930 a country-wide drought impaired demand for thin lambs over a large area, particularly east of Chicago, and was largely responsible for the dilemma in which breeders found themselves during the major part of the season. Feed plenitude, always possible, will create a broad demand during the coming season so that a price as low as 5 cents for feeders on the range is at least an improbability. Revival of trade and industry, already in evidence, will improve the strategic position of the killer, breeder and feeder. A year ago the sheep business was in a maze of confusion, indecision and doubt. What happens one year is rarely repeated the next. All the signs at present are propitious. No runaway markets, or recurrence of war prices is expected or desired, but a modicum of optimism is warranted.

J. E. Poole

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PARKE, DAVIS & CO.

Detroit, Michigan

Around the Range Country

(Continued from page 24)

Nevada

Livestock are in fairly good condition, and grasses on the range are making a fair showing. Sheep have moved to lambing, and some to shearing quarters in most sections. Most of the range country is pretty dry, snow being available only on the higher slopes. Spring feed is still rather short.

Utah

Seasonal temperatures with only occasional light snows were fairly favorable for livestock, except that the snow supply was scarce on the desert ranges, and sheep had to trail for moisture and hug the foothills. Grass has been slow, but is making a start in the southern portion in sufficient amounts for early use. Grazing lands were improved by light precipitation near the close of the month. Lambing progressed generally, and mostly with good results.

Grantsville

The snow cover went off the range feed just fast enough to reserve a good supply for the latter part of the winter and early spring. The winter feed had more strength and was generally better than it was last year.

Sheep as a whole came through the winter with a lighter death loss and smaller feed bill. More hay is left over than usual at this time (March 25).

Ewes are in better condition and there are more of them than in 1930. Wool is also well grown and clean.

R. W. B.

Venice

March was a dry month until the 29th, when we had twenty-four hours of wet snow and rain. Lamb-

ing has started with fewer ewes and a yield below average.

We have more yearling ewes at this time than we had a year ago. Some sales of ewes have been made recently. Range bands, mixed ages, have changed hands at \$9 a head and yearling ewes with the wool on at \$7 a head.

Seventeen cents a pound has been offered for wool in this section. This is for fine Rambouillet wool that shrinks around 62 per cent.

From 10 to 15 cents is being paid for shearing, board included.

Wool growers here regard the work of the National Wool Marketing Corporation very highly.

E. A. Buchanan

Colorado

Livestock and ranges came through the month generally in good condition, but the blizzard of the closing week was extremely hard on range stuff, and shrinkages were common, and losses of some consequence in places. Soil moisture supplies are generally ample. Alfalfa is greening nicely in the Arkansas Valley.

New Mexico

Livestock and ranges held up through the month in good condition, but a general setback occurred in the last week, with severe weather which caused the loss of a few livestock and the shrinkage temporarily of many. Early grasses were greening early in the month, and soil moisture is ample generally, but ranges are a little slow.

Magdalena

Snow and cold weather at the beginning of lambing caused moderate losses, but will improve spring feed and increase the water supply. So far (March 13) the yield of lambs

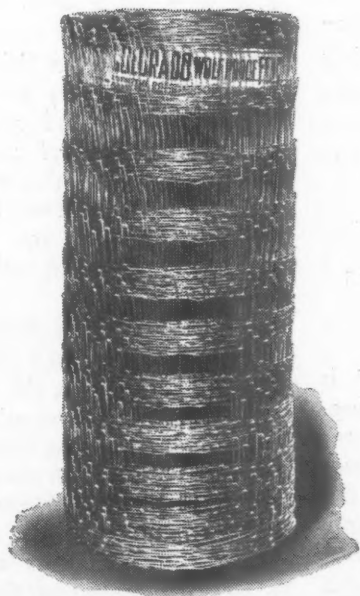


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Detroit, Michigan

has been under average from about the same number of ewes as were lambed in 1930. Yearling ewes on hand at this time are about 25 per cent greater in number than for a year ago. There have been no sales of any kind of ewes.

The rate for shearing is ten cents without board.

F. S.

Springer

March weather has been good; feed fair to good. Lambing has not commenced yet, but there are about the same number of ewes to lamb as a year ago and about the same number of yearling ewes on hand.

Shearing will be done at about 11 cents a head, I think, which price does not include board.

S. Floersheim & Sons

California

The range and agricultural country has been in need of moisture pretty generally; but there has been enough for grasses to make a fairly good showing, and livestock have been in good to excellent shape, so far. Alfalfa first cuttings were satisfactory as a rule.

[California reports of early April show that in both the Sacramento and San Joaquin Valleys feed conditions are extremely bad.]

Alturas

The weather now (March 19) is warm and spring rains are falling. There was little snow in the winter and range water conditions are bad. There is good feed, however, and excellent prospects for a good lamb crop.

Sheep losses were much smaller this year than usual and expenses for feed also less than normal. About one-half of our sheep are fed all winter and the rest run on the range, but are given shelled corn. Very little of this was required this winter, however.

We will have the best wool we have had since 1925.

R. R. B.

Arizona

Fairly good livestock and range weather occurred, though it was unusually dry. Moisture came in small amounts at the end of the month, but more would be a great help. Livestock are in fairly good shape, however. Grasses have advanced rather slowly, but forage is in most sections sufficient for the need.

Buckeye

Arizona desert ranges have been poor through March, except in Mohave County and some spots in the foothills which are good on an average.

Some of the bands commenced lambing last November. The crop was good, but there was not so much early lambing as last year. About half of this early crop of lambs has been marketed and netted from \$6.50 to \$7.50 a head. They were pasture lambs.

Range lambing in February and March has been very good. However when the wind comes up in April and May and tails are all counted, no doubt there will be from 15 to 20 per cent fewer lambs than there were a year ago, due to a shortage in rams and lack of funds for feeding.

Ewes were bred in about the same numbers as a year ago and yearling ewes also total about the same.

There have been no sales of ewes. Wool has been sold at from 15 to 20 cents. The 20-cent wool was very bright medium wool, shrinking 57 or 58 per cent.

Shearing contractors are getting 16 to 18 cents when they furnish sacks, twine and all labor. Shearers get 10 cents, some with board, while working and others without.

Most of the Arizona clip goes to the National Wool Marketing Corporation, but I do not know just what per cent.

The lamb advertising program calls for each sheepman to reach down in his pocket and dig out one cent per head for each sheep he owns, turn it over through their state organization to the National Wool Growers Association and have the money used in radio advertising and in the employment of men to build up sales of lamb through eating houses and meat shops. If we do nothing, we may do worse; we may all be looking for jobs as herd-ers, or worse yet have to join the bread line.

I have a suggestion to make to advertisers in the Wool Grower. It

is that those who are offering rams for sale should state the number of rams for sale this season, yearlings and twos.

T. J. Hudspeth

Western Texas

Livestock have been in good to excellent condition, until the end of the month, when severe weather swept the region, pinching some animals, and resulting in some losses, of limited extent; but the bad weather was of brief duration. The range has made slow improvement through the month, and forage is ample everywhere.

Shed Lambing in Wyoming

(Continued from page 14)

are left from twenty-four to thirty-six hours. Then the number is doubled. In another twenty-four hours or so, depending upon the space needed, they are moved to a larger pen about twenty by forty feet. These large pens hold from twenty-four to thirty-six ewes with twin lambs; ewes with single lambs can go as high as fifty. From this pen they go in to another and last enclosure at the lambing plant. This pen will hold 400 head or more of ewes with single lambs and about 200 head of ewes with their twin lambs. From this point, in bands of 300 to 500, the ewes are worked back to spring range, an area especially selected because of its feed and protection and set aside for this purpose.

The marking or branding of the ewe and lamb while they are in the shed serves an important function where early shed lambing is practiced. It enables the operator to always be able to make a direct association between a ewe and her lamb. Should a lamb not be doing well in the outside pens the overseer knows immediately which ewe to take back to the shed to mother an orphan.

Four colors of paint are used in the branding: red, green, blue and

black. Red is used from number one to a thousand, then green and so on. By the time a thousand ewes and lambs have been branded the first ones to be numbered will be in the outside, larger pens so no mix-up occurs.

If a ewe has twin lambs each lamb is branded with the same number as the mother; also a mark is placed on the head of the ewe and on both lambs to identify them as making up a group of three. If the ewe has one lamb, no mark is placed on the head of either. In a band of ewes there is always a small per cent which have abnormally shaped udders or large teats. Such ewes are given a mark on the rump so that they may be later identified and watched to see that the lamb does not suffer in any way. Occasionally a ewe is found to have no milk and is unable to take care of a lamb, in which case her lamb is taken away and she is marked with a smudge on the head and turned back into the drop herd. These ewes and those with no lambs finally go to make up a "dry bunch" for the range management.

Through the course of lambing there are always a number of orphan lambs commonly known as

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Mr. Sheepman:

Chilled lambs can be revived so quickly and easily in the Gibbs Lamb Heater their mothers hardly miss them. From four to eight lambs can be revived in an hour in a Heater. It is not necessary they remain in the Heater until dry. As soon as they are warm enough to suck they should be taken out and filled up. When lambs get chilled their chance to live is one to ten, but if they are revived at once in a Heater and filled up you save that reserved strength and their chance to live is ten to one. Quickest method yet.

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One Heater and 20 Pounds Briquettes
\$12.00

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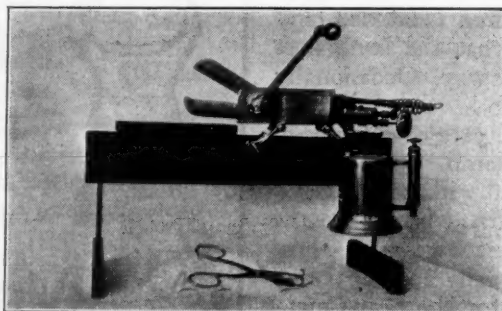
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"bums." This group of orphans are made up of lambs whose mothers have died, or one of a pair of twins whose mother cannot support both, or from a ewe who will not own her lamb or lambs. Usually there is not enough milk in the herd to take care of all the orphans, hence the origin of a flock of bums. A few of these are kept to keep down the abnormal teats of some of the ewes so that the new born lamb can begin to nurse.

Labor and Feed Requirements

Labor is one of the big expenses in shed lambing. At this plant there are two shifts changing at six in the morning just after breakfast has been served and six in the evening. The foreman and a helper start out in the morning by cutting out the strong ewes and lambs in the seven by ten pens in the shed. These they take to the first series of outside pens. After the first cut has been made the foreman takes his paint box and brands the sheep that have been taken in from the drop herd during the night. These two tasks will usually take until noon. The afternoon is used up in a repetition of about these same duties. Another man in the shed does the feeding and watering as he goes on shift. After the feeding he cleans out and beds down a part of the shed with clean straw. He also helps the man who has been cutting out the sheep from the outside pens. There is also a man in the shed whose duty it is to see that the new born lambs get to nurse. He is continuously working in the shed with the sheep, opening teats that may be clogged and helping where difficult parturition is in evidence. Usually three men are in the outside corrals moving the sheep to larger pens and properly dividing those that have just been cut from the shed. There is one man continually at work in the drop bunch bringing to the shed the ewes about to lamb. For the outside pens one man is required to do the watering and two men to do the feeding. For general outside work there is also a man with a truck. Labor required for the night shift is less as no feed-

ing is done. It takes, however, two men in the shed, two in the corrals and one in the drop herd.

The next most important item of expense in the management of shed lambing is the feed. A variety of feed is necessary. The ration for one ewe before lambing for one day consists of 1½ pounds of chopped alfalfa hay, 8 pounds wet beet pulp, 1½ pounds beet tops and 2/3 pound of grain consisting of 1/3 oats, 1/3 barley and 1/3 broken beans. After lambing the ewes which have single lambs have the above rations increased by ½ pound chopped hay and 1/3 of the mixed grain. The ewes with two lambs have the first ration increased by ½ pound hay and 1 pound of the mixed grain.

This outfit averages a lamb crop of 133 per cent with the loss of one per cent of the ewes while at the lambing plant. A maximum lamb crop depends on many factors; good weather conditions during the breeding and lambing season and good available feed on the winter range as important items. The foreman of this outfit suggested that the lamb crop depended to a large extent on the amount of milk in the herd.

In this business, as in any other agricultural enterprise, success depends upon the ability of the operator to make the most of environmental conditions, to profit by the experience of other men in the field and to be able to interpret the results of the past in the light of new economic conditions.

Texas Weather

ON the whole March was a very favorable month for sheepmen. There was considerable rain and a little wind, but a cold spell came in the last days, the temperature going low enough to kill some of the spring growth on brush in the goat sections. Also, a few lambs were lost, but the crop is larger and better than that of last year.

Companies loaning on sheep and cattle report their loans in good condition with no foreclosures having been started. S. A.

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